A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

March 8, 1965

Argentina continues comeback

U.S. exports to the Netherlands up 26%

Trade conference in Pensacola March 18

Presidential Advisory Committee on Balance of Payments

GRASS—Eight hundred tons of fertilizer and grass seed—intended to be "the first of a long string of shipments"—are being shipped to West Germany by O. M. Scott & Sons Co. of Maryville, Ohio. The firm of Wolf GmbH., Betzdorf, Seig, Germany, is acting as Scott's distributor for the British Isles and Continental Europe. The German company, known for pioneering in European sales of garden tools and power mowers, spent 1½ years testing the German market for Scott products.

INSURANCE—The 12th Brazilian office of the American Foreign Insurance Association (AFIA) has been opened in Salvador, State of Bahia, in the production center of one of the most rapidly developing states in Brazil. Salvador and Bahia are looking to a strong business upsurge as a result of petroleum-industry expansion and the Rio-Bahia highway project. AFIA companies in Brazil are the Great American, the Home, St. Paul Fire and Marine, União Brasileira and AFIA do Brasil.

MINERAL FOR PAINT—A rutile-refining plant is being assembled in Sierra Leone after shipment by a Pittsburgh Plate Glass Co. subsidiary through the Modern Storage warehouse in Baltimore. Rutile is a mineral from which titanium oxide is produced for use in quality paints, paper, rubber and floor coverings. Supplier of the plant, valued at "several millions of dollars" by PPG officials, is Sherbro Minerals, Ltd., owned 80% by PPG and 20% by British Titan Products Co., Ltd.

AUTOMOTIVE ITEMS—Australia's first plant for producing clutch facings is under construction near Sydney by H. K. Porter Australia Pty., Ltd., subsidiary of Pittsburgh's H. K. Porter Co., Inc. The plant will also make brake linings and other automotive friction products under the Thermoid trademark for sale to auto and truck manufacturers for original equipment installation and to distributors in the parts replacement market.

LUBRICATING OIL—A $1,050,000 lubricating-oil plant has been opened in Kingston, Jamaica, by Esso Standard Oil S. A. Ltd., Latin American affiliate of Standard Oil of New Jersey. At an annual capacity of more than 5 million gallons, the plant will be in a position to satisfy the lubricating-oil requirements of Jamaica, other Caribbean Islands and Central America.

Business Bulletins

from around the world

AFGHANISTAN—British loan of $2 million to finance purchase of machinery, equipment for oil seed processing plant at Bost.

UN aid to total $7 million over next two years, slight increase over $3 million aid program in 1964. Number of UN experts in Afghanistan to increase from 100 to 150.

ARGENTINA—For 90 days from last Feb. 10, wool exports will be exempt from 10% tax usually applicable to such sales.

CEYLON—Soviet Union to make gift to Ceylon of pre-fabricated housing factory to produce 1,000-1,500 building units per year.

FRANCE—Imports from the U.S. during 1964 totaled $1,137 million, 26.5% increase over 1963. Exports to the U.S. increased by 11.8% to $471 million.

GERMANY—Texaco, Inc., establishes subsidiary, Texaco Raffinerie GmbH, in Munich for crude oil exploration as well as production, transportation, refining, purchase, sale of crude oil, natural gas, similar chemical, petrochemical products. New subsidiary reportedly interested in erecting own refinery in Bavaria, probably near Munich.

GREECE—Government selects seven Greek islands as potential sites for more water desalination plants similar to U.S.-built plant inaugurated on Symi last year. If constructed, seven establishments to be partly financed by Greek Government, partly by Church World Services with help of anonymous U.S. donor.

NEPAL—Soviet-supplied $8.5 million sugar mill at Birgunj inaugurated. Plant's 1,000-ton per day crushing capacity raises country's total capacity to 1,250 tons. Private sector mill under construction to add another 750 tons per day capacity when completed.

NEW ZEALAND—Time Magazine prints first South Pacific edition here, where the proportion of Time readers is exceeded only by those of the magazine's U.S. and Canadian editions. Auckland joins Melbourne, Montreal, Paris and Tokyo as fifth city where magazine's international editions are printed. Auckland printing is done on high-speed web printing presses most of which are U.S.-made.

TURKEY—Exports for 1964 reached new high of $411 million, up 11.7% over 1963. Imports declined 22.2% from $690 million in 1963 to $537 million last year. Trade deficit, $322 million in 1963, reduced to $126 million in 1964. Increased exports due mainly to good crops and comeback staged by mineral exports. Decline in imports resulted principally from decreases in Public Law 480 shipments, goods imported for foreign-financed projects, larger prior deposit requirements.

UNITED KINGDOM—Number of permanent houses, apartments completed during 1964 was 373,676, compared to 298,872 in 1963. Housing problem still remains acute; local government authorities who built about 60% of housing are encouraged to use systems of industrialized construction in order to offset increasing shortage of skilled labor.

Approximately 14,000 self-service stores account for 33% of total grocery volume. Self-service developed quickly since start in 1949; there appears to be no slowing down in trend. During 1963, more than 2,000 self-service stores opened.

URUGUAY—German firm Rheinstahl-Krupp proposes to Government to form consortium with holders of mineral rights in Department of Rivera and to finance preliminary studies to determine commercial feasibility of developing manganese ore deposits. If commercial feasibility is determined, firm will offer to finance development of ore reserves.

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this issue

Evidence of a steadily increasing and intense interest in acquiring know-how in the foreign markets will be found on almost every page of this issue. Businessmen the nation over are meeting, asking questions, getting answers, making notes and making plans for overseas sales. Examples: Florida conference—page 2; Chicago meeting—page 4; Washington state program—page 6; Connecticut campaign—page 9; and finally, on the inside back cover—notices of 34 meetings of businessmen seeking new information on world markets.

International Commerce

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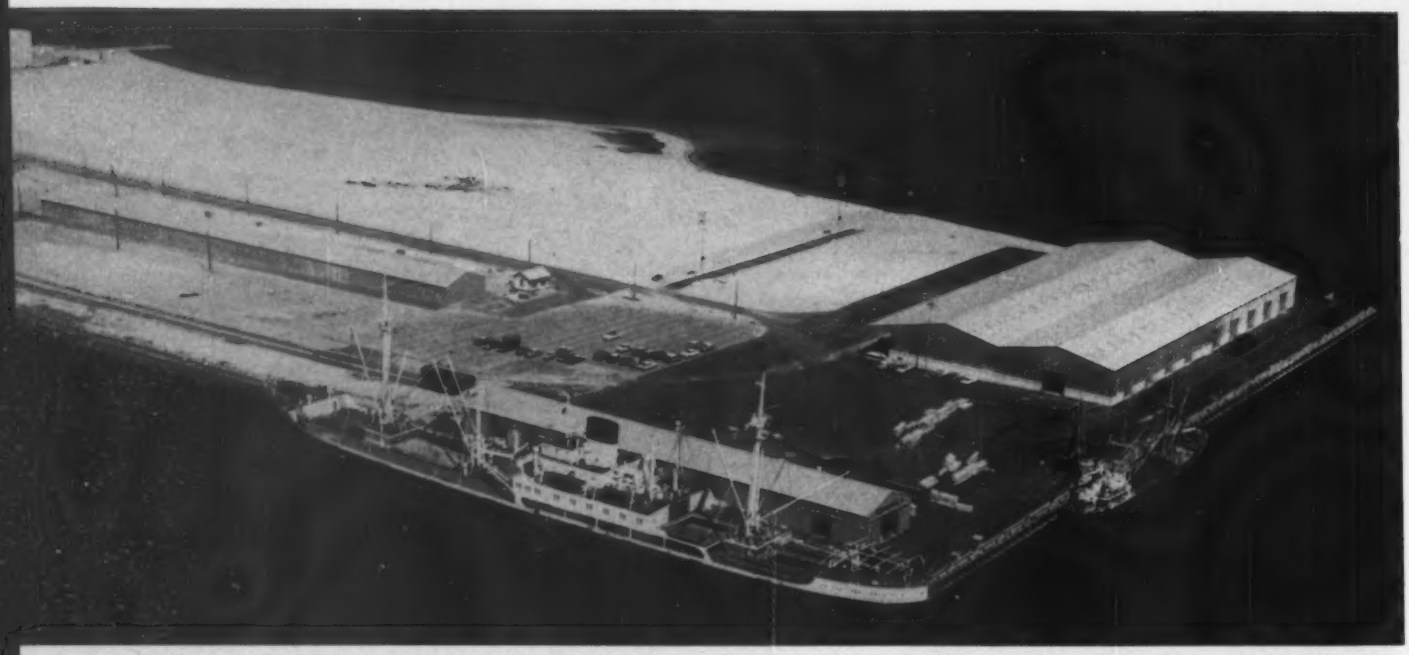


PENSACOLA MARINE TERMINAL, shown in aerial photo above, was completed in 1963. Plans are under way to enlarge cargo handling and warehouse facilities.

Florida trade meeting set

Experts will take up subject of Sunshine State exports in Pensacola March 18-19

A chick raiser from St. Petersburg, Fla., an international attorney from Lima, Peru, and many other people, places and fields of specialization will be represented at the Fourth Florida World Trade Conference in Pensacola March 18-19. About 500 are expected to attend.

With government officials and corporation executives speaking on various phases of the conference theme, "International Trade's Challenge to Florida," a special program feature will be a series of panel discussions conducted by experts in international trade development. All sessions will be held in the San Carlos Hotel.

IT'S CUMBERSOME MERCHANDISE, but nature helps in logging operations at the Pensacola terminal.

Federal Government participants will include Florida Congressman Bob Sikes, Claude W. Courand of the Commerce Department's Bureau of International Commerce, National Export Expansion Coordinator Daniel L. Goldy and Director I. Paul de Pedraza of the Santurce, Puerto Rico, Field Office, U.S. Department of Commerce.

State officials on the conference program include Florida Secretary of State Tom Adams, Commissioner of Agriculture Doyle Conner, Commercial Development Director (Florida Citrus Commission) Edward A. Taylor and Development Commission Chairman Charles W. Campbell.

Appearing for the Inter-American Development Bank will be Mauricio Herman, assistant to the Bank's executive vice president. The Florida State Chamber of Commerce will be represented by its president, Floyd B. Bowen, its Latin American representative, Richard M.

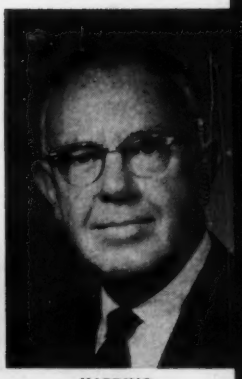
GOLDY

JAMES

NORRIS

WALLACE

TAYLOR



HARDING

Boesen, and its industrial committee chairman, W. Benton Lewis.

Also prominent in conference proceedings will be Dr. Jay H. Cerf, manager of the Foreign Commerce-Foreign Policy Department of the U.S. Chamber of Commerce; Porter Norris, Florida district sales manager for Pan American World Airways; Rear Admiral (Ret.) Ralph K. James, executive director, Committee of American Steamship Lines; George M. Talbott, general manager, Florida Fresh Produce Exchange; Charles T. Harding, president, V-C Chemical Co. (Socony Mobil Oil Co. division); Glen P. Woodard, president, Associated Industries of Florida; Harry W. Jones, Latin American Affairs specialist for Westinghouse Electric International; Carroll E. Hill, regional director for the American Society of Travel Agents, Inc., and other key organizational representatives.

Chairman

R. L. Pulley of Pensacola, Gulf Power Co. president, will serve as general chairman of the conference, sponsored by the Florida State Chamber of Commerce and the Florida Ports and Foreign Trade Council with the cooperation of the U.S. Department of Commerce, the Upper and Lower Florida Regional Export Expansion Councils and 16 other national, state, municipal, business and civic groups.

The order of events, as listed in the advance program, is:

MARCH 18

9 a.m. Registration.

10-11:30 a.m. Morning Session. Simultaneous panels—Florida in the International Picture, Florida's Participation in U.S. Trade with Latin America, Florida's participation in the Bureau of International Commerce Program. Questions and Answers.

12:30 p.m. Luncheon. Address by Florida Secretary of State Tom Adams.

2:30-4:00 p.m. Afternoon Session. Simultaneous panels—Florida's Foreign Markets and How to Develop Them, How to Develop Florida's Latin American and Caribbean Markets, How to Develop Florida's European, African, Asian and Other Markets. Florida Export Success Story—John P. Wallace, St. Petersburg, President, Wallace Chicks, Inc. Questions and Answers. Second group of simultaneous panels—Florida's Agricultural Exports, Florida's Citrus Exports, Florida's Fruit and Vegetable Exports, Florida's Stake in Soil Nutrients. Questions and Answers.

7:00 p.m. Banquet. Address by Dr. Jay H. Cerf, Washington, D.C., manager, Foreign Commerce-Foreign Policy Department, U.S. Chamber of Commerce.

MARCH 19

10:00-11:30 a.m. Simultaneous panels—Florida's Industrial Exports, Pinpointing Florida's Industrial Exports, Impact of International Trade on Florida Industry. Benefits Accruing Through World Trade, address by Charles W. Campbell, Jacksonville, chairman, Florida Development Commission. Questions and Answers. Second group of simultaneous panels—Florida in the National Picture, Florida's Contribution to the Visitors U.S.A. Program.

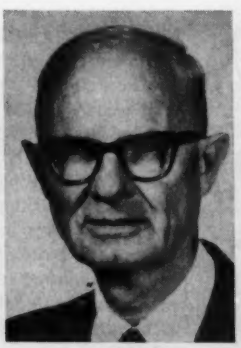
12:30 p.m. Luncheon. Address by Daniel L. Goldy, National Export Expansion Coordinator. Conference adjourns after luncheon.

State and municipal organizations joining in the conference are the Florida Development Commission, Associated Industries of Florida, Florida Bankers Association, Florida Chamber of Commerce Executives, Florida Citrus Commission, Florida Citrus Mutual, Pensacola Junior College, the University of West Florida, City of Pensacola, Escambia County Board of Commissioners, Pensacola Area Chamber of Commerce, Pensacola Port Authority and Santa Rosa County Chamber of Commerce.

WOODARD

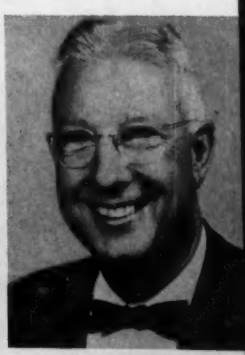
TALBOTT

JONES



PULLEY

HERMAN



COURAND

Delegates borrow a song

At Chicago World Trade Conference, they learn 'ya gotta know the territory'

By STANLEY LICHTENSTEIN
Staff Writer

CHICAGO—Familiar concepts were tailored to fit current realities at the 28th Chicago world trade conference in the LaSalle Hotel, March 1 and 2.

Not GNP, but GWP—growth world products—was the phrase introduced by Paul Dietz in his opening address to describe "the highly gratifying increase of gross national product on a global scale, which is creating a rapidly increasing worldwide demand for goods and services of all kinds."

With Dietz at the first general session was Donald J. Martin, who borrowed a theme from "The Music Man" to emphasize that in selling consumer goods overseas, "ya gotta know the territory" and avoid snickering at the quaint ways of the natives while more sophisticated competitors "take the business and laugh all the way to the bank."

Credit controls

Voluntary credit controls proposed by the Government are supported by U.S. commercial bankers, Alfred Miossi declared in an address covering, in addition, proposed expansion of export import bank activities and issues in East-West trade.

The United States is "really an emerging nation in the field of world trade as compared with the nations who for centuries have been exporting-nations and who lived by trade," James H. Goss declared in his opening-day luncheon talk.

Dietz, Commercial Vice President of the Allis-Chalmers Manufacturing Co., spoke on international marketing of industrial products, emphasizing the need for flexability and a readiness to use every financial, selling and marketing tool available. He said:

"To obtain an order, and especially where project work is involved, the versatile sales executive will buy, sell, swap and horse trade in all directions. He will of course, seek to incorporate all the product he can from his home plants but he will not hesitate to buy from his foreign subsidiaries, from his licensees, and from his subcontractors if that is what it takes to get a job and make a profit.

"Increasingly he will see that his company adds new links to its chain of foreign availabilities. He may recommend establishment of a subsidiary company in country 'A', a licensee in country 'B', recommend a joint venture in country 'C', and do subcontracting in country 'D'. If it suits his best competitive marketing advantage he may draw upon all four sources for product, while his engineering may be done for him through a firm in country 'E' and the contractor he chooses may be a national of country 'F'."

Effective use of these varied tools, Dietz continued, depends upon sophisticated market research, advertising and public relations techniques, with the parent U.S. firm establishing central policies locally applied by experts in each country. A sound balance between centralization and decentralization, he said, enables a firm to present an "unblurred" image abroad.

Outstanding years

Relative stability of U.S. prices helped to make 1964 an outstanding year for American exports, the Allis-Chalmers executive observed, but he added that other countries have been taking over an increasingly large percentage of the world's capital goods market. The effective marketeer of capital goods from the United States, he contended, must be able to show not only that his company's exports are rising but that they are keeping pace with world market growth.

Commenting on current efforts to reduce U.S. payments abroad, Dietz said: "We can hope that reasonable, gentle pressure applied to various brakes the U.S. government has at its disposal will bring our payments into balance without unduly disturbing the flow of our international investments."

Martin, a vice president of the J. Walter Thompson Company, decried the note of mystery attending discussion of how to sell to consumers abroad. Whether carried by jet planes or donkey carts, advertised by TV spectaculars or jungle drums, he said, U.S. consumer goods overseas are accepted or rejected by flesh-and-blood human beings whose psychology can be understood by marketing executives trained for the job.

Such training should—but too often does not—provide them with a "firm underpinning of general knowledge about the environment they are selling in," Martin contended. Familiarity with technical aspects and mechanics of marketing becomes useless, he held, when the people to whom a company is selling remain foreigners.

'Taste belts'

A map of the world can be redrawn to show "taste belts" helpful in determining whether a marketing technique effective in one country can be applied elsewhere, Martin continued. Get to know the differences among peoples and get to know the similarities—and in the end the similarities are more important, he concluded.

As Miossi, a Continental Illinois National Bank & Trust Co. vice president, spoke, Roger E. Anderson, the bank's senior vice president and scheduled speaker on this part of the program was in Washington, summoned by President Lyndon B. Johnson to discuss steps in the Government's program for voluntary control on U.S. payments abroad. This gave added point to Miossi's remarks on the first of three topics affecting international trade financing.

With export financing included within

a voluntary limitation of bank lending programs to no more than 105% of foreign loans outstanding in 1964, Miossi spoke of "new ground we are about to break with the Government in the area of credit controls," and said that commercial bankers would cooperate fully.

'Truly served'

Of a proposed $500 million fund to provide the Export-Import Bank with a "soft-loan window" for guaranteeing export sales, Miossi expressed confidence that, if passed, "the program would be handled prudently and with great flexibility so that the national interests would be truly served."

Reviewing arguments for and against increased U.S. participation in East-West trade, Miossi pointed out that "even if the Government, after evaluating all of the political and economical considerations, were to consider increased trade with certain of these countries to be in the national interests, it would still be up to each U.S. businessman to decide whether such trade would be in the best interests of his company." He said he foresaw a gradual increase in U.S. trade with selected communistic countries, but advised U.S. businessmen to proceed with extreme caution.

Luncheon speaker Goss, vice president of the General Electric Co. International Group, cited "good grounds for optimism" about the future of Asia, Africa and the two-thirds of humanity living in underdeveloped countries.

Optimism, pessimism

He pointed to large-scale modern resources available for development, but took note also of the "pessimistic aspect" presented by a scarcity of trained people to utilize the financial and technical resources.

Illustrating how industrial progress must be measured differently according to the context, he said that General Electric U.S. plants can produce 30 to 40 thousand refrigerators a week, while in several countries the firm has plants producing less than half that output on a yearly basis—plants which are profitable and "will grow with the economy of their country."

A giant in output, the United States, according to Goss, is only beginning to awaken to the significance of international commerce to the domestic economy and must catch up with Japan and European nations for whom world trade has been a way of life for centuries.

Simultaneous workshops on themes introduced by morning session speakers were held in the afternoon, with lively questions and comments from delegates.

E. E. Schnellbacher, assistant director of the Bureau of International Commerce, and panelist at the industrial products marketing workshop, responding to a question about financing overseas expansion of U.S. firms with locally produced profits, read from portions of Secretary of Commerce John T. Connor's recent press conference on the balance of payments question.

Schnellbacher called particular attention to Point 6 of the Secretary's outlined suggestion: "Make greater use of funds raised abroad to finance direct investments in other countries—even though the financing charges are higher than in the United States."

Industrial exports

During preliminary discussion of current trends, Schnellbacher noted a sharper 1964 increase in export of industrial products than the overall increase in U.S. exports for the year, partly attributable to the active commercial trade fairs and trade centers program of the Bureau of International Commerce.

The Bureau, he added, looks to further expansion of commercial fair activities balanced by reduced participation in "image fairs" not directly geared to export of U.S. goods.

At the same session, Sam West, Tyler Refrigeration International sales manager, indicated that his firm in its overseas operation makes extensive use of commercial intelligence services of the U.S. Department of Commerce.

Second day

A varied world market development strategy was outlined at the second general session by Louis Putze, president of the Controls Co. of America, on the basis of his "medium sized" firm's experience in overseas manufacturing, licensing and joint ventures. He cited, as an important policy innovation, the company's recent establishment of a European Advisory Board whose members are noted Continental businessmen.

In a talk on taxation and legal aspects of overseas trade and investment, Gordon J. Nicholson, partner in Arthur Andersen and Co., assailed policies which he said result in "double taxation and undue hardship" in foreign operation of U.S. firms, but saw some "rays of sunshine" in recent court decisions and administrative adjustments—including Treasury Department efforts to revamp certain treaties in ways which would stimulate business activities with developed countries, and a move to reduce the tax burden of nonresident investors in the United States.

Jeans join bourbon in important items of Blue Grass export

Kentucky horses, tobacco and bourbon have been world-famous for generations.

Now the export expansion program is giving them company—Kentucky-made blue jeans, blade saws, chemicals, paint sprayers and dry-cleaning equipment, to cite a few specifics.

Eugent M. Braderman, director of the Bureau of International Commerce, cited them Wednesday at the Kentucky World Trade Conference in Louisville. He also suggested that many more Kentucky businessmen—especially small businessmen—could chalk up profits in export.

Exports from the Blue Grass State last year are estimated at $308 million, excluding coal, Braderman said. "Excellent export gains" have been recorded for Kentucky-made nonelectrical machinery, lumber and wood products, paper and allied products, and apparel.

Jeans and slacks

"Western-style blue jeans and slacks, made in Lexington by a 46-year-old firm that started in export just four years ago, are very much in vogue in Europe," Braderman said.

"Rubber plantation owners in Malaya buy and use blade saws produced in a Louisville factory . . .

"Catalysts & Chemicals, Inc., started production here in 1958. Now this new, small business is a mulitmillion-dollar concern, and a winner of the President's 'E' Award for export excellence."

Braderman said Kentucky's expanding export sales "are a clear indication that more and more businessmen in this area are setting their sights on the profit potentials in overseas markets." He had these suggestions for "many others who are overlooking the opportunities abroad":

Data from BIC

Personnel of the Commerce Department's Cincinnati Field Office, who visit often with businessmen in the Louisville area, "can give you every kind of information you may need to make your export decision."

Through the Field Office, the Bureau of International Commerce supplies "trade statistics, marketing data, information about packaging for export, credit terms, financing and other export information."

Washington State businessmen will exhibit at Tokyo Trade Fair, to send mission to Far East

Several groups cooperate in working for additional markets in Orient; American Plywood Association to build pavilion

Washington State businessmen are making a bid for additional markets in the Orient.

The State will enter an independent display in the Tokyo International Trade Fair and will send a trade mission to the Far East next month.

Thirty-five Washington business organizations will be represented in the 5,000-square-foot display of State products, services, port facilities and tourist attractions to be a feature of the Tokyo Fair April 16—May 6. Washington suppliers having an export potential in the Far East were invited by the Seattle Regional Export Expansion Council to send exhibits and business proposals.

Simultaneously, the Seattle Chamber of Commerce, in cooperation with the State of Washington, Washington International Trade Fair, Port of Seattle, Washington Public Ports Association and the U.S. Department of Commerce, is organizing a trade mission of more than 40 Washington State businessmen who will visit Japan, Taiwan, Hong Kong and the Philippines. Port and chamber officials are hoping to expand the $151 million in exports and imports now flowing between Seattle and the Orient.

This will mark the first time a State has entered a separate pavilion with a trade mission in an overseas trade fair. The Washington entry is being sponsored by the Washington State International Trade Fair, which for 14 years held its own annual show of overseas products in Seattle.

Plywood pavilion

Washington will be represented at the Tokyo Fair by a pavilion constructed of Northwest softwood plywoods as a feature of the industry's new sales promotion program in Japan. The structure will serve the dual purpose of demonstrating construction techniques and uses of wood products as well as housing the State's displays.

The American Plywood Association of Tacoma has contributed $5,000 for construction of the building by Locktwall Corp. of Lynnwood, Wash. The prefabricated structure will be ready for assembly when it arrives in Tokyo. The Plywood Association is sending a separate Industry-Organized Trade Mission to Japan April 13-29.

The venture to create new markets in the Far East is being financed by State funds, augmented by contributions from the Port of Seattle, Battelle Memorial Institute of Richland, Wash., rental fees charged to exhibitors, and contributions from business and industry.

At Trade Center, too

Exhibiting in the Washington State Pavilion at the fair—and at the U.S. Trade Center Processed Food Show March 8-19—in Tokyo will be the first projects under recently expanded export promotion programs of the Western Farmers Association (poultry products and seeds) and the Pacific Northwest Pea Growers and Dealers Association (dry peas, beans and lentils for which there is a $20 million market in Japan).

Large and small manufacturers, producers' organizations and firms offering consumer and industrial services will be represented. Displays will range from aircraft, luggage, sporting goods, instruments, lubricants, to agricultural products, foods and machinery including a doughnut machine. The State's transportation, port and scenic advantages will be stressed. Sponsors believe this trade promotion venture is well-timed to take full advantage of Japan's fast growing economy and recent relaxation of trade and travel restrictions.

Firms that have not entered exhibits have been invited to send, without charge, business proposals which the exhibit staff will discuss with overseas representatives. The proposals may take the form of offers to enter into agreements for selling, buying, manufacturing, licensing, investing or forming a joint venture either in the Orient or in the United States.

New England Center, Affairs Council plan trade mission

A trade and goodwill mission of business and civic leaders will leave this spring for the Far East.

Under the co-sponsorship of the World Trade Center in New England, Inc., and the World Affairs Council, the group will tour Japan, Hong Kong and Thailand.

A highlight of the three-week tour will be a visit to Boston's sister city, Kyoto, Japan.

The group plans to leave Boston May 5, visiting Tokyo, Osaka, Kyoto, Hong Kong and Bangkok. Orientation sessions at U.S. Foreign Service posts, receptions by business, banking and government leaders, chambers of commerce and foreign trade organizations; individual business appointments and other special events are planned.

ARTIST'S CONCEPT of pavilion which will house Washington State display at Tokyo International Fair. Of Northwest softwood plywoods, prefabricated structure will be ready for assembly when it arrives.

Man at work for exports

Commercial officer is combination salesman-diplomat promoting U.S. goods overseas

A salesman is "one employed to sell goods and services," and a diplomat is a fellow engaged in "the art and practice of conducting negotiations between nations."

Combined, the definitions describe a job the dictionary doesn't even list—although it is manned in the interest of U.S. exporters, big and small, around the world.

The combination salesman-diplomat is the counselor for commercial affairs in the U.S. Embassy overseas, working for and through the Department of Commerce and the Bureau of International Commerce to boost the sale of U.S. goods abroad.

What does he do? A case history from the U.S. Embassy in Paris serves to answer.

Two bosses

"My job is promoting and expanding business between the U.S. and France. I'm working as much on behalf of U.S. companies as for the U.S. Government."

The speaker is the embassy's commercial officer, Thomas E. Drumm Jr.

Drumm is 55, a graduate of New York University law school and former administrator of the Commerce Department's Business and Defense Services Administration.

He has been the Commerce man in Paris since 1962. With a staff of two dozen business specialists, economists and secretaries helping, he offers extensive services to U.S. businessmen seeking business in France.

The result of this effort is reflected in one important statistic: French imports from the U.S. last year totaled almost $1.14 billion, an increase of 26½% over 1963.

To be specific

A U.S. commercial officer has a variety of duties, regardless of where in the world he's stationed. To name a few:

He collects and forwards all the World Trade Opportunities published in INTERNATIONAL COMMERCE. (Last year, Drumm's office sent in 1,483 of these hot tips for U.S. exporters.)

To aid U.S. businessmen, he writes the World Trade Directory Reports containing commercial and financial information about specific foreign firms and individ-

A U.S. COMMERCIAL OFFICER'S LIFE consists in part of meeting people. Above, Thomas E. Drumm, Jr. (second from left), commercial officer in Paris, joins U.S. and French businessmen for installation of U.S.-made electronic testing equipment at factory in Paris suburbs. Below, Drumm meets Hughes Colin, director of a federation of French importers for a discussion on ways of reducing world trade barriers.

FRENCH ARE BUYING U.S. furniture, Commercial Officer Drumm says. Sprague & Carleton, Keene, N.H., had above display in Paris earlier this year.

BEATING THE DRUM for U.S. consumer goods in French markets, Commercial Officer Drumm takes part in 'America Week' at Mulhouse, France, department store (above). Store's display of games and toys from U.S. (below) was similar to that in major U.S. stores. Mulhouse is in Alsace section of France.

uals. (Last year, Drumm's office submitted 2,058 of these international business profiles.)

He conducts the Trade Contact Survey, a thorough investigation of potential foreign agents, licensees or manufacturing partners for individual U.S. manufacturers. Some businessmen consider this to be one of the commercial officer's most impressive services. (Last year, Drumm's office did 34 such surveys.)

Visitors trek

He helps visiting U.S. businessmen plan their itineraries, arranges introductions, sets up appointments. (Drumm kept count of last year's business visitors, ended with 15,999, including trade mission members from Missouri, West Virginia, Georgia, Wisconsin, Louisiana, Connecticut, Illinois, Tennessee, Indiana, Nevada and New York.)

He helps set up official U.S. exhibits in international trade fairs, keeps tab on local specialized fairs from which U.S. manufacturers conceivably could benefit. (Drumm's major assignments along this line last year were the Paris and Marseille international fairs. His office also was involved in a series of more than two dozen specialized shows, ranging from cosmetics to machinery for the lumber industry. In addition, there were a number of department-store promotions of U.S. goods.)

Like some other commercial offices, Drumm's has started publication of a commercial newsletter which is circulated to native businessmen. Besides carrying news of U.S. products, it also reports on activities at U.S. Trade Centers in London, Milan and Frankfurt.

Drumm's first issue was in January 1964, with a circulation of 850. At the start of this year, the monthly circulation had reached 2,000.

"Issue No. 8 contains four pages of samples of tributes received at the Embassy on the effectiveness of publication in INTERNATIONAL COMMERCE of trade leads and commercial interests of French businessmen," Drumm said.

Diplomacy

Sometimes the commercial officer's duties call for diplomatic representation to the government of the country in which he is stationed. Drumm's office recently has undertaken such representation to the French Government on two non-tariff obstacles to U.S. trade.

One involves a French automobile tax, based on horsepower, which falls heaviest on U.S.-made cars. The other concerns French restriction against advertising alcoholic beverages made from grain.

The French have removed quantitative import restrictions on almost all manufactured products. And U.S. exports to France are expected to go on rising this year (INTERNATIONAL COMMERCE, Jan. 18, 1965).

Helped by Drumm's office:

Firms in New York, New Jersey, Illinois and Texas—selling parking meters, scientific instruments, tape recorders and air-conditioners—are stepping fresh into the French market.

On the way

A Maryland necktie-maker, a Georgia chemicals firm and a New York clothing company are preparing to do so.

An Illinois stove-maker is reading Trade Contact Surveys on qualified French agents for his product. (On this one, Drumm's office questioned 45 French companies, found 11 interested, gave the Illinois firm detailed reports on four. "Without this help, a small company like ours would find it too expensive to go into exports," a company spokesman said.)

The list of U.S. products with sales potential in France this year runs from aircraft components to kitchen equipment (INTERNATIONAL COMMERCE, Jan. 18, 1965). Drumm commented on just two.

Women's clothing—"Of course, we don't want to compete in haute couture, but there is an area between haute couture and the discount stores where mass-produced women's clothes can compete."

Furniture—"French dealers who told me two years ago that U.S. furniture wouldn't sell here are now placing orders."

Broadened U.S.-Japan commerce to be explored by eight states at April 2 Hartford conference

Three hundred manufacturers to take part in panel talks on "how we did it," hear statemen's, diplomats' views

Manufacturers from eight Northeast states will meet in Hartford on April 2 to explore with Connecticut's Governor John Dempsey and the Japanese Ambassador to the United States, Ryuji Takeuchi, new programs to expand the area's exports to Japan.

The all-day meeting, to be held at the Statler-Hilton Hotel, is known as the Northeast States Conference on Exports to Japan. It is being co-sponsored by Connecticut Development Commission and the United States-Japan Trade Council, Washington, D.C. More than 15 business, civic and government groups

throughout New England, New York and New Jersey are cooperating.

Governor Dempsey and Ambassador Takeuchi will address a luncheon midway through the conference. Before and after this event, an estimated 300 manufacturers will attend panel sessions dealing with various aspects of practical marketing in Japan.

The eight states participating in the Conference currently sell approximately $180,800,000 worth of products to Japan. These exports create an estimated 17,700 jobs for area workers. U.S. exports to Japan have been rising dramatically since the 1950's. Japan is now second only to Canada as America's biggest export customer.

One of the most unusual presentations of the Conference will take the form of "how-we-did-it" panels featuring first-person accounts by executives of Northeast area firms of their companies' successful sales efforts in Japan.

A "market-eye-view" of the booming Japanese economy will be provided by Sueyuki Wakasugi, one of Japan's senior business people stationed in the U.S. He is president of Mitsui & Co., Ltd., New York, one of Japan's giant trading companies, and president of the Japanese Chamber of Commerce in New York.

A look into the future of U.S.-Japan trade will be the subject of another panel featuring officials of the U.S. and Japanese governments. Yoshio Ohkawara, counselor for economic affairs of the Embassy of Japan in Washington, will present his country's point of view. U.S. trade policy will be outlined by Robert L. McNeill, Deputy Assistant Secretary of Commerce for Trade Policy, Washington. This panel will be under the chairmanship of Howard D. MacPherson, director, Division of International Commerce, New York State Department of Commerce, and will conclude with an economic analysis of U.S. sales opportunities in Japan by Nelson A. Stitt, director of the U.S.-Japan Trade Council.

Hans H. Bohlmann, president of Conintrade Co., North Haven, Conn., and chairman of the Connecticut Regional Export Expansion Council, will lead a wrap-up panel on "Federal-State-Private Aids to the Exporter to Japan." It will feature presentations by James E. Kelley, director, U.S. Department of Commerce Hartford field office; William B. Duryee, chief, International Commerce Section, Department of Conservation and Economic Development, State of New Jersey, and Leo J. Northart, editor, *Business Abroad*.

Clupak sells nothing, wins 'E' award

Organization licenses patents for paper in 15 countries, helps ease dollar problem

How does an organization help the export expansion push when it sells nothing overseas?

Simple enough, says Gerald M. Fox, senior vice president of Clupak, Inc., a licensing and research firm. Clupak licenses, he says, in all cases call for royalty payments in United States dollars.

Most important of all, he says, is the fact that these royalties are a "big help to America's balance of payments situation."

Clupak's activities abroad—it licenses its patents and trademarks for production of extensible paper in 15 countries in Europe, Africa, South America and Asia—also cut out the need for an outlay of dollars for capital construction costs overseas.

Fox and several other company officials were in Washington to accept the President's "E" award—the first time a licensing company has been selected for the honor.

"If the Clupak extensible paper now made every year in foreign countries were made in paper mills built with American capital—instead of under license from Clupak, Inc.—it would have required an expenditure of $50 to $75 million for plant facilities," Fox said.

The inventive mind

Sanford L. Cluett, vice president of Cluett, Peabody, invented the tough paper a good 10 years ago—when he was nearing 80 years of age.

Most men his age had long since retired but Cluett was getting around, trying to sell his product. It took a while though, and it was not until 1954 that the West Virginia Pulp and Paper Co. joined with Cluett, Peabody to make the paper.

Fox said Cluett first made the tough paper "on a small, hand-crank laboratory model in Troy, N.Y. . . ."

Hard to tear

Extensible paper has the ability to withstand a lot of rough handling and pulling. Its toughness and durability make it widely popular for multiwall bags and industrial wrapping paper.

Under Secretary of Commerce Franklin D. Roosevelt, Jr., in a ceremony in his Commerce Department office, presented the award to Fox.

The citation reads:

"Clupak, Inc. has successfully penetrated world markets with Clupak extensible paper. In concluding licensing arrangements for foreign production, the company surmounted skepticism and legal obstacles, demonstrated perseverance, product superiority and the value of cooperative research.

"These determined efforts to effectively promote Clupak extensible paper to the paper industry of the world reflect credit on management, employees and the American free enterprise system."

Roosevelt made special mention of Clupak's help in easing the U.S. balance of payments situation.

Clupak is owned jointly by Cluett, Peabody and Co., Inc., and West Virginia Pulp and Paper.

Five companies join Clupak on 'E' list

Clupak was joined by five other "E" award winners, with four of them being honored at one ceremony.

The Vic Manufacturing Co. of Minneapolis increased its overseas sales fourfold since 1961 by participating in international trade fairs and by investing several thousand dollars to develop 10 variations of two coin-operated models of dry cleaning machines.

Robert W. Barrie, Deputy National Export Expansion Coordinator, presented the award to Oscar Victor, president, in the Sheraton-Ritz Hotel, Minneapolis.

Four at once

In Chicago, four Illinois companies enjoyed some honored moments at a ceremony in the La Salle Hotel.

E. E. Schnellbacher, Assistant Director, Bureau of International Commerce, presented awards to:

Robert A. Brown, president, Borg-Warner International Corp., Chicago, manufacturer of automotive parts, industrial equipment, commercial and domestic laundry equipment and air conditioning equipment. Also accepting was Alonzo B. Kight, president of the firm's Norge Division (and former president of Borg-Warner).

George Bullat, director of exports, Central Sicentific Co., Chicago, manufacturer of scientific laboratory equipment and apparatus for education, research and industry.

Benjamin Hirsch, chairman of the board, Turtle Wax., Inc., Chicago, exporter of automotive and household polishes and cleaners and chemical specialties.

Harry Conn, president, W. A. Whitney Manufacturing Co., Rockford, exporter of metal fabricating equipment—both hand tools and hydraulically operated—and punches, dies and accessories.

The four awards were presented during the course of the 28th annual Chicago World Trade Conference, attended by an estimated 700 Midwestern businessmen. See pages 4 and 5 for a report on the conference.

Experienced foreign trader to head Columbia Center

A man with 40 years of experience in foreign trade will head the Columbia Basin World Trade Center in Portland, Ore.

BRANDON

Appointment of Carter Brandon, former manager of the world trade department of the Portland Chamber of Commerce, was announced by Thomas C. Young, newly elected president of the Columbia Basin World Trade Council.

In his career, Brandon has been associated with export-import firms in Hong Kong, the Philippines, Malaya, India and Thailand.

Trade Center in Frankfurt to feature industrial plant maintenance products

Sales potential in Germany called strong; June 9-16 display to provide U.S. manufacturers with chance to boost exports

U.S. industrial plant and machinery maintenance equipment, which sold well recently in England, has strong sales potential in Germany.

American manufacturers of these products will have an opportunity to boost their sales at the June 9-16 plant and machinery maintenance equipment show at the Frankfurt Trade Center.

Market studies prepared for the Bureau of International Commerce indicate the following U.S. products scheduled for exhibit in the show have good sales potential in Germany:

Equipment to clean and maintain industrial machinery: steam cleaning units, ultrasonic cleaners, continuous operation chipwringers, high pressure injectors, special equipment to clean furnaces and boilers, and related products.

Equipment to clean and maintain factory and office buildings, workshops, garages and warehouses: power sweepers, industrial vacuum cleaners, window and wall cleaning equipment, modern types of carpet shampooing and cleaning equipment and other maintenance aids.

Total sales of these products in Germany ranged between $14 and $20 million in 1964. Market surveys indicate the average growth of the industries is 14% to 22% annually.

Write: Bureau of International Commerce (Code 8193), Department of Commerce, Washington, D.C. 20230 (Phone: Area Code 202, WO 7-4705), or contact any of the Commerce Department's field offices.

At London Center

Eleven of the 21 U.S. exhibitors at the Jan. 19-29 factory and office maintenance equipment exhibition show at the London Trade Center reported sales totaling $36,300 at wholesale prices.

Participating companies, except for four which declined to submit estimates, figure sales during the next year will total slightly over $1 million.

The American Embassy in London called the show a "considerable success" for several reasons: in terms of the introduction of new equipment to the British market, establishment of arrangements with British agents-distributors by five American firms new to the market, substantial volume of sales which is expected as a direct result of participation and quality of attendance.

A total of 915 visitors attended, including 58 from overseas and 44 representatives of the press and trade journals. Attendance was held down, the Embassy felt, by the death, lying-in-state and funeral of Sir Winston Churchill.

Further details about international trade fairs and trade center shows may be obtained from the Bureau of International Commerce, Office of International Trade Promotion, Department of Commerce, Washington, D.C., 20230.

Food processing equipment, literature at Frankfurt T.C.

The Bureau of International Commerce (BIC) will stage a Food Processing, Freezing and Packaging Equipment Show in the Frankfurt Trade Center April 7-14.

Approximately 20 American manufacturers will exhibit their products to trade people and end users from all parts of West Germany and some of the surrounding countries.

C. E. Evanson, president, TAB Engineers, Inc., Chicago, will act as a consultant at the exhibit and answer questions of prospective buyers on technical problems in this field. In this capacity Evanson will be able to point to the latest U.S. developments in the fields of food processing and food packaging technology.

Manufacturers who want to have their literature on file in the Trade Center for this event may send their latest catalogues to E. F. Becker, Director, U.S. Trade Center, Frankfurt, Germany, Bockenheimerstrasse 2-4.

Shows and missions provide good way to increase sales

Exhibiting in international trade fairs and trade center shows and sending business proposals through trade missions are three ways potential buyers around the globe can be reached. Dates for many of these important events are listed on page 12.

Exhibits in commercial fairs where the United States is participating are selected after a careful study of the area has shown a need and a market for the product.

U.S. national exhibitions, usually held in developing countries and Soviet-bloc lands, present a picture of life in the United States.

U.S. trade centers are located in London, Bangkok, Frankfurt, Tokyo, Milan and Stockholm. Products shown there are limited to specific lines. The shows are open by invitation to buyers, agents, wholesalers and retailers.

Trade missions include outstanding U.S. businessmen who visit merchants and association officials overseas, establishing person-to-person contacts and discussing Business Proposals offered by U.S. firms.

House, home exhibition to be held in Tel Aviv

A House and Home Exhibition, Israel's first comprehensive building exhibition, will be held June 13-July 3 in Tel Aviv.

U.S. firms are invited to participate. Israel produces some basic materials and finished products but a considerable range of goods, equipment, machinery and other items must be imported.

Yerid Hamizrakh Exhibition Co. is sponsoring the show. The exhibition will consist of five sections:

Towns and town planning; culture of the home; model houses, housing projects, saving schemes; building materials, machinery and equipment, and home furnishings, interior decoration, household appliances and model kitchens and gardens.

Write: Yerid Hamizrakh, Exhibitors Department, P.O. Box 21075, Tel Aviv, Israel. Application deadline is April 13.

Export expansion dates

March 7 - 27—NAIROBI—U.S. national exhibition

March 8 - 16—UTRECHT—Royal Netherlands Industries Fair—industrial and commercial gas equipment*

March 8 - 19—TOKYO Trade Center—processed foods (USDA)

March 10 - 17—FRANKFURT Trade Center—business machines and equipment*

March 16 - 26—STOCKHOLM Trade Center—packaging machinery and equipment*

March 20 - 25—MILAN Trade Center—housewares*

March 20 - April 20—IRAQ, KUWAIT, LEBANON—trade expansion mission

April 5 - 9—STOCKHOLM Trade Center—photo miniaturization (local)

April 7 - 14—FRANKFURT Trade Center—food processing, freezing and packaging equipment

April 10 - May 8—THAILAND, REPUBLIC OF CHINA—trade and development mission

April 14 - 25—MILAN Trade Center—U.S. Department of Agriculture—U.S. foods and agriculture

April 14 - 30—BANGKOK Trade Center—metal working equipment

April 16 - May 6—TOKYO—International Trade Fair—leisure goods and equipment

April 20 - 28—TOKYO Trade Center—business machines (local)

April 21 - 30—LONDON—International Engineering Exhibition—industrial modernization*

April 25 - 30—STOCKHOLM Trade Center—wearing apparel (local)

May 5 - 12—FRANKFURT Trade Center—poultry equipment

May 8 - June 5—COLOMBIA—building and investment mission

May 11 - 21—LONDON Trade Center—audio-visual equipment and training aids

May 18-21—STOCKHOLM Trade Center—apparel fabrics

May 19 - 29—TOKYO Trade Center—industrial pumps and compressors

May 19 - June 2—BANGKOK Trade Center—air conditioning and refrigeration equipment

May 21 - 31—BUDAPEST—U.S. national exhibition

May 22 - 29—MILAN Trade Center—industrial fasteners

May 25 - 28—FRANKFURT—Interstoff Fair—apparel textiles*

June 1 - 15—BARCELONA—International Fair—hand-powered tools, light machine tools and metal working equipment

June 9 - 16—FRANKFURT Trade Center—plant and equipment maintenance

June 11 - 21—PARIS—International Aviation and Space Salon—products for aerospace industry

June 13 - 27—POZNAN—U.S. national exhibition

June 14 - 25—STOCKHOLM Trade Center—medical and surgical instruments

June 15 - 25—LONDON Trade Center—industrial design services

June 20 - 27—MILAN Trade Center—industrial process controls

June 29 - July 8—TOKYO Trade Center—metal surface finishing equipment

July 7 - 23—BANGKOK Trade Center—American products (local)

July 10 - 18—COLOGNE—International Meat Industry Supply Exhibition

July 21 - 30—TOKYO Trade Center—air conditioners and dehumidifiers (tentative)

Aug. 1 - 31—PERU—food processing, industrial machinery trade mission

Aug. 16 - 27—TOKYO Trade Center—seeds (USDA)

Aug. 17 - 26—STOCKHOLM Trade Center—educational laboratories and systems (tentative)

Aug. 20 - Sept. 20—IZMIR—international trade fair

Aug. 25 - Sept. 2—FRANKFURT Trade Center—'Do-it-yourself' home maintenance (tentative)

Sept. 4 - 19—ZAGREB—U.S. national exhibition

Sept. 7 - 17—LONDON Trade Center—industrial fasteners

* Fully booked

Opera stars, composers and a jazz band gave the Milan Trade Center hi-fi and stereo equipment show a dramatic musical sendoff.

The musical beginning, plus strong pre-show market promotion, brought an opening-day crowd of 621 visitors. Attendance two days later was 1,270, largest ever recorded on a single day there.

Response from dealers sounded like this:

Gianni Daumberger, Italian agent of Sherwood: "I always felt hi-fi would go over here and this proves it."

Walter Stanton, president, Hi-Fi Institute: "Attendance far exceeds anything we imagined possible. The sound rooms are above U.S. standards. You have stirred up consumer interest. In short, I am delighted."

Evidence of the stirred-up consumer interest came on opening day (Feb. 19) when Sherwood, Emec and Scott took orders for components totaling $12,000.

Hi-fi demonstrations gave many of the visitors enjoyment as they listened to music, the pictures on this page show. The photo at top right shows Center Director Martin Stahl introducing several recording artists to scores of fans.

Other pictures show young hi-fi fan (bottom, left) drinking in stereo music through earphones of Koss-Rek-o-Kut, Inc. At bottom right, representative of Electro-Voice, Inc., shows his firm's equipment to opening day visitors. Upper left photo shows N. Christensen, president of firm of same name, demonstrating his products.

IOWA CHICKENS ABROAD

Selling in 18 countries

Nine-year veteran in overseas sales to use Frankfurt Center in newest expansion program

More than 235 hatcheries in 18 countries of the free world are hatching and selling a breed of laying hens developed and exported by an energetic Iowa hatchery located in town of 1,000 population. Foundation stock breeders have been provided direct from the western Iowa breeding farm by Welp-Line of Bancroft.

When the U.S. Trade Center at Frankfurt opens its Poultry and Egg Equipment show in Germany on May 5, Welp-Line layer hens will be exhibited that were hatched by the Welp-Line (International) N.V. distribution center in Nijerk, Holland. Some 7,500 breeders were shipped by air last month to the Dutch associate, who for the past 9 years has been gradually expanding the circle of this breed of laying hens throughout Europe, North Africa, and the Middle East.

The firm was founded in Iowa in 1929 by J. H. Welp and at first the hatchery got most of its business from farmers within a 25-mile radius of Bancroft. Today the firm ships eggs and breeding stock throughout the world. Because the French housewife prefers brown eggs, Welp-Line 650 has been developed for that market. Most of the rest of Europe prefer a chalk-white egg, and Welp-Line 957 (a strain crossed with the white leghorn) is a popular white egg producer.

Both will be exhibited at the Frankfurt show.

Hard economics dictated the establishment of the associate firm in the Netherlands. Eggs can be shipped from Amsterdam to almost any hatchery in Europe in 1 to 3 hours, rather than the 48 hours required from the Iowa hatchery. In addition to the time saved, the cost of transportation is an important item.

Grandparent stock

The shipment of what they call "grandparent" stock from the Iowa hatchery to the Netherlands (cockerels and hens for all of their lines) insures the continuation of their pure breeding stock, the result of an intensive inbreeding program that developed the Hy-Croft inbred hybrid series layers. This was followed with the development of the present Welp-Line series layers. The present operation of the firm includes some 110,000 breeder hens, 500 single sire mating pens, 4 farm locations and a 1,500,000 capacity hatchery. Actually, over 200 hatcheries throughout the world hatched and developed the Welp-Line in 1964.

Predicts sales increase

William R. Shoenhair, Sales-Export manager for the firm, told International Commerce that, based on their past experience in Europe the expectations of increased sales are good. "Over the long pull," he said, "we should see a noticeable improvement in our exports. Probably the next six months will be only mediocre, but I look for an eventual strong market."

Robert F. Kan, an export operations officer for the Bureau of International Commerce, who is directing procurement for the May 5th Poultry and Egg Equipment show, has notified the industry that reservations will be accepted for the exhibition until March 29th. He has urged other members of the industry who are seriously considering marketing in Germany and the Common Market to use this show as an inexpensive method of testing the sale of their products over there.

Get many services

Writing to potential exhibitors recently, Kan said:

". . . you will benefit from a fully staffed and professionally managed trade show and you will receive the assistance of: an agent-finding service; credit information service; design and fabrication service; exhibit housekeeping service plus utilities to your specifications; exhibit transportation from port of entry to U.S. Trade Center and return to your plant in the U.S.; an all-media market promotion campaign."

Exhibitors pay a total participation fee of $240, must man their display and ship their products from their plant to the port of entry. Details may be obtained by calling Robert F. Kan, Area code 202, 967-3966 or by wiring TWX 202-965-0476.

IOWA CHICKEN BREEDING FARM at Bancroft is the home of 52,000 pedigreed breeders of new strain that small town hatchery is spreading over 18 countries in Europe, North Africa and the Middle East. Four other farm locations in Iowa plus breeding farms in Holland, Germany and Sweden are used.

OIL FINISH FOR fine furniture, exhibited by the Watco-Dennis Corp., is explained in top picture. Drapery hardware (below) from the Graber Co. goes under scrutiny. Houter Douglas Corp. manned the display.

IT EVEN DOES away with bones, in addition to other waste. The H. D. Sheldon Co. displayed its domestic and commercial disposers (above) at the show. Below, visitors examine Gering Plastic Co. film, hoses, mats, covers for boats, other products.

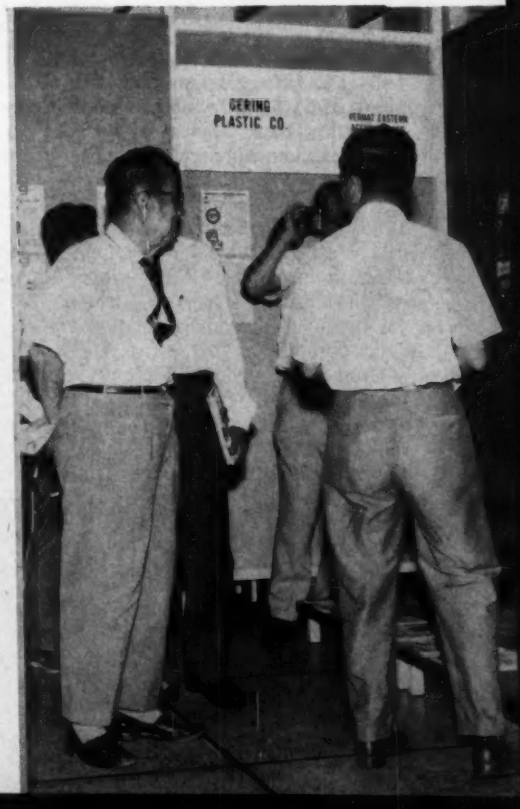
In Bangkok...

Sales during the first week of the building materials show at the Bangkok Trade Center totaled $10,300.

Thirty-seven U.S. firms participated in the show, taking advantage of the building boom taking place all over Bangkok. Sixteen of the companies were new to the market.

Visitors in the first week numbered 1,900, with 38 coming from the trade.

The American exhibitors displayed products ranging from colorful protective covering materials to musical door chimes, from sliding doors to domestic and commercial disposals. The show closed March 3.



THE KAISER plant at Cordoba produces vehicles to aid Argentina's resurgent economy, which is still recovering from the 1963 recession. (Pan American Union)

Argentine rally continues

Development of trade with LAFTA partners gets top priority despite limited gains

Industrial production and sales in Argentina remained at high levels in the final quarter of 1964, consolidating the year-long recovery from the 1962-63 recession.

The Government estimated that the 1964 gross domestic product rose 8.2% above 1963 levels, which was admittedly a very low base. Because of this, the per capita income apparently would remain below the 1961 peak.

Opinions varied as to the outlook for 1965. Some Argentine economists forecast a further 3% to 5% rise in the gross domestic product (GDP), while others expect demand to drop and financial difficulties to arise due to inflation and reduced liquidity.

Dramatic production improvements were registered by many branches of industry, especially steel and automotive vehicles. Crude steel output of approximately 1.26 million metric tons was about 40% above 1963, with finished steel at about 1.3 million tons (up 65%) and pig iron up about 35%. Automotive vehicle production through November was about 149,000 units, 64% over the same period of 1963.

The textile industry, especially synthetics, and the chemical industry were others that staged remarkable recoveries from the low point of the previous year.

A number of industries, however, have not rebounded as well. One of these is meatpacking, which suffered from the sharply decreased cattle supply and the resulting high cattle prices.

Despite the obvious economic improvements, rising prices continue to plague business and the public. The official cost-of-living index showed the 1964 average to be 22.1% above 1963. The Government asserts that there was an increase in real wages, however, pointing out a rise of 30% in the index of unskilled workers' wages. The Government also said unemployment declined appreciably.

Labor relations during the year were marred by sporadic strikes accompanying long, drawn-out negotiations on collective contracts. The most serious disputes, which continued into 1965, lay in the accumulation of unpaid back wages in both the public and private sectors. The fact that many public and private employees did not receive the required year-end "13th-month" bonus also sparked work stoppages.

The Argentine Congress has approved, with some modifications, the Administration's tax reform proposals. Congress also changed the Argentine fiscal year to coincide with the calendar year. The modifications to the tax proposals should increase Government revenues. However, amendments to the Administration's budget proposals actually increased the estimated deficit for 1965.

Prior deposit required

Argentine importers now are required to make prior deposits in pesos ranging in progressive scales up to 100% of the value of the import according to the degree of nonessentiality of the product in that market. Essential imports are exempt from this requirement. Deposits will be held for 180 days after the day of opening of letters of credit.

Several of the changes in the tax law discriminate against foreign participation in Argentina's development program. The Administration has requested Congress to modify these unfavorable aspects of the new law.

Although no official figures of primary money supply have been published beyond August 1964, it seems unlikely that monetary expansion in the fourth quarter varied substantially from the 8% increase estimated for the third quarter. Advances and discounts to the private sector by the principal commercial banks increased considerably during the fourth quarter.

The public foreign debt approximated $2,517 million at the end of 1964. Government officials estimate that Argentina repaid $200 million net of the public foreign debt during 1964.

Exchange dips

Gold and foreign exchange reserves declined by about $127 million during the year, and holdings at the end of the year approximated $200 million. Payments on the external public debt and Central Bank market operations to support the exchange rate accounted for the decline in exchange reserves.

Private business continued to have difficulties in obtaining foreign exchange for transfer abroad. A substantial volume of transfer applications has accumulated at the Central Bank.

In November the Central Bank moved the supported exchange rate, which it had maintained at about 143-144 pesos to the dollar since August, to a new level of 149.5-151 pesos. Toward the end of December, the rate showed a slight upward tendency.

The Central Bank strengthened the exchange regulations to achieve greater control and to decrease pressure on the peso, which had fallen to about 220 pesos to the dollar on the parallel market by mid-January.

Favorable trade balance

Provisional statistics indicate that Argentina achieved a favorable trade balance of $325 million in 1964, with exports of $1,399 million and imports of $1,074 million. Export earnings were the highest in 15 years, but the trade surplus fell $59 million below 1963 because of the substantial recovery of imports from the previous year's low level ($981 million).

The U.S. continued to have a favorable trade balance, which was somewhat larger than in 1963 but lower than in preceding years.

Development of the Latin American Free Trade Association (LAFTA) retained high priority among Argentina's long-range trade policies. Despite a year of difficult negotiations and limited gains, officials remained very optimistic about LAFTA's future.

With LAFTA in mind, but also with eyes on the U.S. and European markets, the Government increased the incentives for exports of non-traditional goods in early January. The maximum tax rebate allowed on exports of capital goods and consumer durables was increased from 12% to 18% of the f.o.b. value.

New import restrictions

Concerned by the balance of payments problem and convinced that importers were accumulating surplus inventories for speculative purposes, the Government early in January imposed the previously-mentioned temporary 180-day prior import deposit requirement on almost all imports except capital goods from non-LAFTA countries. This was expected to dampen new imports.

The regulations of the Central Bank regarding the minimum permissible financing terms for imports of capital goods were also restrictive of imports. Down payments are not allowed except for imports destined for industries designated by development decrees, in which cases 10% down payments are acceptable.

Purchasers of equipment for other industries may make total cash payments of only $5,000 a year. The importer must negotiate minimum payment terms of from two to nine years with a grace period of from one-half to two years, depending upon the value of the imports.

Weather conditions throughout the Pampas were generally excellent during the fourth quarter, and resulted in exceptional yields of wheat. The early January crop estimate of 9.15 million metric tons indicated an output in excess of last year's bumper crop.

Yields of other small grains and flax declined somewhat due to the reduced acreage seeded, but prospects for corn and sorghum were favorable, with production expected to equal last year's levels. Output of oilseeds was expected to increase, especially sunflowerseed. Fruit production also was up.

Argentina entered the new market year with sizable carryovers of wheat and wool. Marketing of these products has been relatively slow, considering the supply, and for the first time in recent years prices were substantially below those of the previous season.

Cattle buildup

Cattle producers continued their herd build-up which started a year ago after a drought caused the heavy slaughter of cattle. Although this policy has resulted in a tight beef supply and increased prices, it promises big future dividends. Not only was domestic consumption of beef down, but beef exports also dropped in 1964. Because of the more favorable international price pattern, however, foreign exchange earnings from beef actually increased.

The legal suits which the Government and the private petroleum companies filed against one another following the Gov-

SHIPS STEAM right up to the La Blanca meat plant in Buenos Aires, to take on their cargoes for export.

ernment's annulment of the companies' contracts in November 1963 remained semi-dormant while the contending parties continued to negotiate out-of-court settlements.

Recovering from the depressed level of 1963 and advancing to new high volumes, the demand for petroleum products rose by 13% in 1964. Because consumption increase outpaced the 3.3% growth in crude oil production, the net import gap went up from $31 million in 1963 to $67 million in 1964.

The state oil agency attempted to pay for imports by bartering excess domestic fuel oil and other non-petroleum products. Several barter agreements were concluded toward the end of the year, including two with the Soviet Union.

Utility rates increasing

Increasing peso costs and continually reduced real earnings, as well as the necessity of heavy expenditures for improvements, forced the Government to allow rate increases for a number of the public services. Tariffs of the power companies serving the greater Buenos Aires-La Plata area were raised an average of 34% at the beginning of 1965. Petroleum product prices were increased by from 13% to 40%, according to the item

Gambia is 36th African state to win independence

Gambia, the last and smallest British possession in West Africa, achieved its independence February 18.

The new nation has an area of 4,000 square miles—slightly less than Connecticut—and a population of 300,000. It is the 36th independent African nation and 21st member of the British Commonwealth.

Gambia's economy is dominated by the agricultural sector, with peanuts providing the main cash crop and export item. Industrial activity is centered on peanut processing and fishing craft repair. There have been recent attempts to diversify crop production through the introduction of rice cultivation.

In 1963, U.S. exports to Gambia were valued at approximately $350,000, representing 3% of her total imports.

AUSTRALIAN ADJUSTMENT

The Australian Department of Trade has announced that only aluminum scrap and ingots and used construction equipment and machinery now require import licenses.

Investment surge accelerates Cameroon's economic growth

Foreign trade also expanding, but imports from U.S. fell in '64; new railway expected to speed nation's economic integration

Primarily an agricultural country with important cocoa and coffee crops and only one large industry (the Edea Aluminum plant), Cameroon has embarked on a determined effort to accelerate its economic development through a program of industrialization sustained by foreign investment.

Along with the developing industrial sector, Cameroon is expanding its foreign trade. Exports stood at $93 million for the first nine months of 1964, compared with $84 million for the same period in 1963. Imports totaled $86 million and $77 million, respectively. Exports to the United States, principally cocoa and coffee, were $7.5 million in the first nine months of 1964, and $5.1 million a year earlier.

Imports from the United States, consisting mostly of machinery and transport equipment, dropped slightly from $3.8 million to $3.5 million. A discriminatory tariff, which favors the EEC countries, continues to hamper U.S. exports to Cameroon.

Several new industries have begun operating or are now being planned. Among these, SEREPCA, a joint French-Cameroonian oil company, was scheduled to start offshore drilling operations at the beginning of February. An American firm, Western Geophysical Co., conducted an electronic exploration of the drilling area last spring. Soundings showed possible deposits, but only actual drilling can confirm the presence and the amount of oil. Another American company is reported interested in offshore oil exploration in an area beyond SEREPCA's concession.

Sweet tooth

Societe Sucriere du Cameroun (SOSUCAM) will cultivate 24,700 acres of sugar cane in an area 150 miles northeast of Yaounde, to produce 11,000 short tons of refined sugar annually. More than $6 million will be invested in this project, which is scheduled to begin production in 1968.

The newly established Societe Cameroounaise de Cacao plans to invest the equivalent of $1.2 million in a plant which will process 2,200 short tons of cocoa cake annually from inferior cocoa beans.

French and German investors have joined the Governments of Cameroon and neighboring Chad to form Societe Cotonniere Industrielle du Cameroun. About $6 million will be invested in a new textile industry and two mills will be installed—one in Garoua for spinning and weaving, the other in Douala for printing, dyeing and finishing. Annual cloth production will start at approximately 1,500 short tons.

Transportation

Construction of the Transcameroonian Railroad began toward the end of 1964, with the help of a $9.2 million loan from the Agency for International Development (AID). When completed, the railroad will extend for 205 miles from Yaounde to Goyoum, nearly doubling Cameroon's rail mileage. The new railroad will speed the economic integration of the country, by opening up regions of great production potential in forest and cocoa products.

An extension from Goyoum to N'Goundere is planned, from which point Cameroon can later be joined by rail with the neighboring countries of Chad and the Central African Republic. These nations are landlocked, and the connection would give their products easier access to the Atlantic.

Volkswagen to sponsor New York professorship

Volkswagen's establishment of the Theodore Heuss Chair in the Social Sciences at the New School for Social Research in New York City is believed to be the first American professorship supported by a German foundation.

The chair honors the memory of the late Theodore Heuss, president of the Federal Republic of Germany from 1949 to 1959. It is financed by the Volkswagen Foundation of Hannover, Germany, which has made a $90,000 grant to The New School to cover an initial five-year period.

AT LAST COUNT there were 28 prospective Dutch consumers in the wading pool area of this sparkling new Utrecht housing development. See if you can find them. The Dutch building boom is continuing to create many openings for imports of U.S. goods. (Photo courtesy Netherlands Information Service)

Netherlands going strong

Both imports and exports hit new peaks during vigorous 1964 advance

The Dutch economy registered impressive gains in 1964, with year-end estimates showing the gross national product up 5½% over 1963 and industrial production rising 7%.

Foreign trade reached a new peak, with imports and exports increasing 18 and 17%, respectively.

Imports from the United States for January-October 1964 totaled $643 million, a 26% increase over the comparable months of 1963. The U.S. market share of Dutch imports during this time rose from 10.4% to 11%.

The leading imports from the U.S. were grains, oil seeds, coal, and electrical machinery. Particularly large gains were noted in imports of U.S. non-fat dried milk, plastics and artificial resins, wheat, and motor vehicles.

Major Netherlands exports to the United States were meat and meat preparations, electrical machinery, crude vegetable materials, and office machinery.

Imports for the whole year totaled $7.05 billion. Exports of $5.8 billion far exceeded expectations, as inflationary developments elsewhere in Europe neutralized the effect of domestic cost increases.

Major gains during the first 10 months of 1964 were achieved in imports of motor vehicles (up 30%), industrial raw materials and semi-manufactures (20%), finished industrial products (17%), and agricultural products (10%).

Articles on commercial and economic conditions abroad are prepared in the Office of International Regional Economics, Bureau of International Commerce, unless otherwise specified.

Commodity stories generally are prepared by the Business and Defense Services Administration's (BDSA) industry divisions.

Reports are based on dispatches from U.S. Foreign Service posts and on department analysis.

January-October exports of industrial products increased 17%. Leading export items were electrical equipment, chemical products, metal products, automobiles, and paper. Agricultural exports, however, rose only 8%.

The Netherlands' Common Market partners supplied 52% of the nation's imports during the January-October period, compared with 51.7% in the comparable months of 1963. The import market share of EFTA countries remained at 14%.

About 56% of Dutch exports during the first 10 months of 1964 were directed to EEC countries, compared with 53% in the same period of 1963.

Private consumption surged upward in the wake of wage increases which averaged 16-17% for the year.

Industrial increases

Housing construction passed the 100,000 mark for the first time, with 100,850 dwelling units completed during the year 27% more than in 1963. Favorable

DUTCH ECONOMY on the move, is reflected in Rotterdam "skyscraper" apartment house (upper left), barrels lined up for export from the Hague, the Netherlands chief herring harbor (upper right), dock workers unloading agricultural imports at Amsterdam harbor (lower right), and the bright new tree-lined superhighway (lower left). Smaller roadways to right of main lanes are provided for bicycle traffic, which is particularly heavy throughout Europe. (Netherlands Information Service).

weather throughout the year, plus a concentrated construction drive toward the end of the year (34,800 units completed in the last three months), accounted for the new record. Encouraged by this performance, the Government has set a construction target of 105,000 units for 1965.

Production of chemicals (including petroleum refining) and crude steel for the first 10 months of 1964 increased 12% over the same period of 1963. Textile and leather output during the period also rose. Coal production continued its downward trend, declining by 1.3% for the first three quarters.

Nine-month figures for the metal manufacturing industry indicate a 9% production increase.

Natural gas

Natural gas deliveries for the year totaled 707 million cubic meters, compared with 472 million cubic meters in 1963. About 30% of the deliveries came from the Groningen gas field.

The need to achieve economies of scale in order to improve the Netherlands' competitive posture has led to an increasing number of mergers. Almost 90 were reported in industry, trade, and finance during 1964.

This record probably will be surpassed during 1965.

Highlighted by twin mergers of the country's four largest commercial banks, the banking sector led with 16 combinations, followed by the chemical industry (15), metal manufacturing (13), and insurance (8). The remainder was spread over several other commercial and industrial sectors, including the textile industry which has been hard-pressed by increasing foreign competition in both domestic and foreign markets.

Foreign investment continues to stream into the Netherlands, although slower than in past years. The number of new foreign investments during the first half of 1964 totaled 24 wholly-owned subsidiaries, six of which were U.S.-owned, and 11 joint-ventures, including three participations by American companies. Substantial investments were also made by British, Swiss and West German firms. Almost half of the wholly-owned subsidiaries were in the metal manufacturing sector.

Transportation deficits

KLM Royal Dutch Airlines continued its campaign, begun in 1963, to trim its payroll and reorganize its management in order to cut losses. Airline officials said that satisfactory progress toward recovery was being made. Passenger and freight traffic reached record levels, 9% and 15%, respectively, above 1963. The airline was expected to end the year with a $4-million deficit, against a $15-million loss in 1963.

Increased operating costs, coupled with a slight decline in the volume of goods transported spelled a poor year for the Netherlands Railways, which registered a $2.76-million loss after a $138,000 profit in 1963.

To halt declining profits, the Postal, Telephone and Telegraph Services (PTT) announced a rate increase, effective June 1 of this year, which is intended to boost overall revenue by 4% in 1965.

The enactment of a bill which brought fixed radio and television transmitters in the North Sea under Netherlands jurisdiction resulted in the December closing of the celebrated commercial television station, North Sea Television (REM).

Wage hikes

During the fourth quarter, the annual negotiations took place between workers' and employers' organizations to set limits on increases in wages and fringe benefits for the following year.

After prolonged and fruitless discussions between unions and employers, the Government worked out a compromise 5% wage rise, including a 2% compensation for the increase in social insurance premiums, a minimum weekly wage of $30.36 for men, and minor fringe benefits.

Negotiations in a number of industries toward finalizing individual industry contracts have been proceeding slowly. It was estimated that 1 million persons were working without a contract after January first of this year.

The labor market remained tight, with job openings in December totaling about 79,000, while there were 29,000 registered unemployed. Foreign workers continue to be recruited and now number some 40,000 residents plus 25,000 frontier workers from Belgium and the Federal Republic of Germany, an overall increase of 8% since 1963.

All-time high

The cost-of-living index rose to a high of 118 (1959-60 = 100) in April, 7.3% above December 1963, leveling off at 116 throughout the fourth quarter. At the year's end it stood about 5½% above December 1963, almost exactly the officially estimated increase for the year. The average index for 1964 showed the same increase, 5½% over the 1963 average level.

The balance of payments took a turn for the better during the last half of the year, due partly to a smaller trade deficit. The $299-million deficit in the balance of payments recorded in the first half of 1964 was reduced to about $276 million.

Parliament passed a Government-proposed bill providing for a $276-million reduction in income taxes. The first of two stages of this reduction will be implemented on July 1.

TARGET: THE NETHERLANDS, in the middle of the bullseye is the elevated center of town, where villagers gather whenever the dikes break and the North Sea comes to call. (Netherlands Information Service)

Secretary Connor to write corporations asking voluntary cooperation in program to remedy balance of payments situation

Plans outlined following first meeting of President Johnson's special advisory committee of nation's prominent business executives; chairman predicts that 'American industry will respond' to appeal

By CATHERINE FLECK
Staff Writer

Secretary of Commerce John T. Connor will write to the top executives of about 500 U.S. firms "certainly before March 15" to ask their help in beating the nation's balance-of-payments problem.

Connor set the deadline after his first meeting with President Johnson's Balance of Payments Advisory Committee, the nine-man group of businessmen assisting in the President's program to improve the balance of payments.

The program (INTERNATIONAL COMMERCE, March 1) seeks voluntary cooperation from the U.S. business community to stop the flow of dollars out of the country. Connor's communiques will go to those firms doing the biggest international business.

Connor and seven of the committee members met in Washington Feb. 26. Committee members expressed confidence in the program and praised its voluntary nature as outlined by the Secretary.

Constructive suggestions made

Connor said the committee "had some very constructive suggestions and advice" which will be considered in "plans for approaching the business community in the very near future in order to get some more definite assurances of what improvement can be expected in the balance of payments situation for the year 1965 as compared with 1964."

The Secretary will ask the 500 corporations to set up balance of payments ledgers for their own companies to "give us an indication of what kind of improvement we can expect from each company."

Progress reports "probably will be submitted on a quarterly basis so we will be able to measure the effectiveness of the program," he said. He said the exact form of the communication had not been decided.

"The information submitted by individual companies will be handled in a confidential manner, but the totals will be summarized in reports to interested Government officials, and I expect to the public," he added.

Business understands

The committee, according to Chairman Albert L. Nickerson, chairman of the board of Socony Mobil Oil Co., New York, "considered, of course, the general policy behind this program" as well as "various actions that the Secretary is planning to take."

Nickerson expressed confidence that the business community has "a thorough understanding of the seriousness of the balance of payments situation, the need for making an improvement in it, a meaningful improvement in it, and a great appreciation of the voluntary nature of the program."

The program is one which "American industry will respond to," Nickerson added, expressing hope of "securing a meaningful and significant improvement in a situation which we all understand is serious and must be corrected in the country's general interest."

Other members present at the meeting were Vice Chairman Carter L. Burgess, chairman of the board of American Machine & Foundry Co., New York; Fred J. Borch, president, General Electric Co., New York; Elisha Gray II, chairman Whirlpool Corp., Benton Harbor, Mich.; J. Ward Keener, president, B.F. Goodrich Co., Akron, Ohio; Stuart T. Saunders, chairman, Pennsylvania Railroad Co., Philadelphia, and Sidney J. Weinberg, general partner, Goldman, Sachs & Co., New York.

Also named to the committee but unable to attend the meeting were Carl J. Gilbert, chairman, Gillette Co., Boston, and George S. Moore, president, First National City Bank, New York.

Other members comment

Comments by other committee members on the program follow:

Vice Chairman Burgess—The program "will offer a good means to get the best action and best results in this year in the area of business."

Borch—The meeting "certainly emphasized the advisability of approaching this on an industry basis, on a voluntary basis." Secretary Connor's course "in our judgment is the one that is going to really whip this thing."

Gray—"Industry in general is adopting an understanding of it that hadn't been focused on before, and they are going to get results."

Keener—The program does not need "to change in any broad respects our programs abroad, but it may change to a considerable degree the methods we follow in accomplishing the ends."

Saunders—"I think American business people have a great challenge offered to them here to prove that they can work cooperatively with the Government and put this program across on a voluntary basis."

Weinberg—"The American businessmen will be patriotic enough to see this is very successful."

The committee's next meeting, according to Nickerson, will be "in about a month."

Taiwan producer receives $2.7 million Eximbank loan

The Export-Import Bank has authorized a $2.75 million loan to the United Nylon Corp., a nylon staple and filament producer in Taiwan, to help finance U.S. dollar costs of expanding the company's annual production capacity from 1.6 million to 5.6 million pounds.

Chemtex, Inc., of New York, a firm of consulting and design engineers for synthetic fiber mills, will help design and supervise the expansion. Chemtex also will procure machinery and equipment.

UNC is jointly owned by China Man-Made Fiber Corp., a synthetic and man-made fiber producer, and the China Development Corp., a private financial institution.

The Eximbank loan is repayable over 10 years, beginning in 1967.

Tariff Commission to hold hearings on list of tropical forestry, agricultural products submitted for possible duty reduction

Investigation, hearings hope to obtain advice on probable economic effect of modifications, elimination of duties on affected industries

The Tariff Commission is investigating a supplemental list of tropical agricultural or forestry commodities which President Johnson furnished to be considered for duty reductions in connection with trade-agreement negotiations.

Public hearings on the list will begin April 6. The final date for filing requests to testify at the hearings is March 23.

The list is to be considered for reduction to a rate below 50% of the rate existing on July 1, 1962, including elimination of duty.

The Commission, through its investigation, hopes to obtain advice on each article included in the President's list as to the probable economic effect of modifications or eliminations of duty on industries producing like or directly competitive articles.

Commodities under consideration

The President's List, determined pursuant to findings of the Commission to be of a kind not produced in significant quantities in the U.S., includes:

Item 202.41: Hardwood lumber, rough, dressed or worked (but not including siding, molding and flooring; lumber provided for in this item except boxwood (Buxus spp.); Japanese maple (Acer spp.) and Japanese white oak (Quercus spp.).

Item 202.43: Lumber provided for in this item except alder (alnus spp.); almon (shorea almon); ash (fraxinus spp.); aspen and cottonwood (populus spp.); bagtikan (parashorea plicata); basswood (tilia spp.); beech (fagus spp.); birch (betula spp.); black or tupelo gum (nyssa spp.); buckeye (aesculus spp.);

cherry (prunus spp.); elm (ulmus spp.); eucalyptus (eucalyptus spp.); hickory (carya spp.); lauan, red (shorea negrosensis); lauan, white (pentacme contorta and p. mindanensis); magnolia (magnolia spp.); maple (acer spp.); mayapis (shorea squamata); meranti (shorea spp); oak (quercus spp.);

sen (kalopanax spp.); seraya, red (shorea spp.); seraya, white (parashorea spp.); sweet (red or sap) gum (liquidambar spp.); sycamore (platanus spp.); tangile (shorea polysperma); tiaong (shorea spp.); walnut (juglans spp.); willow (salix spp.); yellow poplar (liriodendron spp.).

The April 6 hearing will begin at 10 a.m. in the Tariff Commission's hearing room, 8th and E Streets, NW., Washington.

Requests to testify

Requests to appear at the hearings must contain the item number or numbers in the Tariff Schedules covering the article or articles on which testimony will be presented; the name and organization of the witness who will testify; and the name, address, telephone number and organization of the person filing the request.

A statement indicating whether the testimony to be presented will be on behalf of the importer or domestic-producer interests and a careful estimate of the aggregate time desired for presentation of all witnesses must also be included.

Persons who have properly filed requests to appear will be notified in advance of the date scheduled for their appearances. Supplemental written statements will be allowed in all cases and should be submitted at the time of testimony.

All communications on the investigation should be addressed to the Secretary, Tariff Commission, Washington, D.C. 20436.

TOOLS, MACHINES

Manufacturer of machines other than printing presses for fabrication of books, magazines, various other types of publications is interested in licensing rights to construct in France tools and machines for production of magazines, catalogs, bookbinding.

Write: Les Machines Ledeuill, S.A., 34 rue Poliveau, Paris 5e, France.

U.S. export privileges denied to British firm

Dukerswell Engineers, Ltd., of Kent, England, has been denied all U.S. export privileges indefinitely for failure to provide information and documents relating to the handling of U.S.-origin industrial sewing machine parts.

The Department of Commerce said grounds exist for believing that the parts were reexported from the United Kingdom to an unauthorized destination.

In the course of its investigation, the Department's Bureau of International Commerce served the firm written questions which were only partially answered.

The firm had been informed that failure to answer the questions and furnish the documents could result in denial of export privileges. The sanctions will remain in force until the firm answers the questions and furnishes the documents.

All outstanding validated export licenses in which the concern has an interest are revoked and it is prohibited from dealing in U.S.-origin commodities and technical data.

The order applies to successors, agents and employees of the firm. All other persons are forbidden from participating in export transactions with Dukerswell involving U.S.-origin commodities and technical data.

Nigerian power development boosted by Eximbank loan

The Export-Import Bank has authorized a $3.36 million loan to the Electricity Corporation of Nigeria (ECN) to finance purchase of two 15,000 kilowatt gas turbine generating units to be supplied by Westinghouse Electric International Co.

ECN produces and distributes electric energy in Nigeria. Since beginning operations in 1951, it has increased electricity production at an average annual rate of about 20%. Present output capacity is 217,000 kilowatts.

The Westinghouse generators will be installed in ECN's Ijora power station at Lagos to meet peak demands of the 1965-66 season. When a new power station now under construction at Ughelli is completed, the generators will continue to be needed in meeting demand since power consumption is expected to increase.

The loan is repayable over 13 years beginning in 1967 and is guaranteed by the Nigerian Government.

AID reports 94% of every dollar spent on foreign aid products went to U.S. firms in first quarter

Most major commodity groups reflected in current high overall procurement of worldwide expenditures

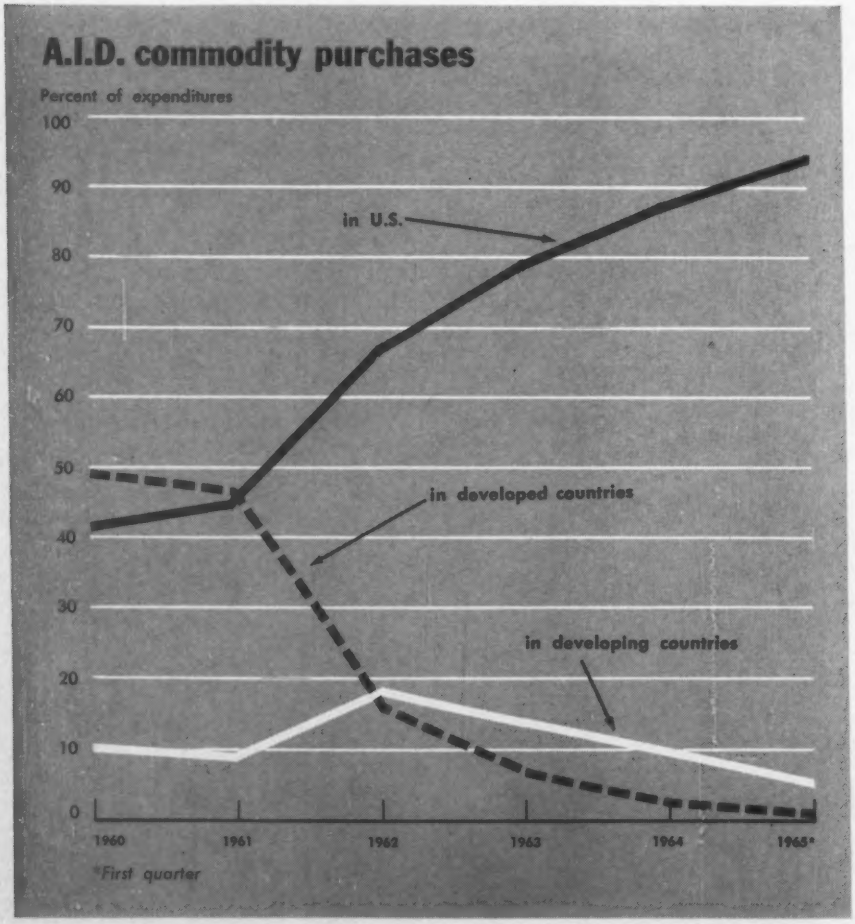
A record 94 cents of every dollar spent for foreign aid commodities financed by the Agency for International Development went to U.S. producers during the first quarter of the current fiscal year.

An AID report compared this record with 87% for all of fiscal 1964; 79% for fiscal 1963 and 41% for fiscal 1960.

The value of such U.S. goods during the three-month period July 1-Sept. 30, 1964, amounted to $346.4 million, of a total AID worldwide commodity expenditure of $370.6 million.

Reflects major commodities

Of the remaining $24.2 million worth of commodities purchased outside the U.S., $4.8 million or 1% of the total for the three months was bought from 19 "developed countries," mainly in Western Europe and Japan.



First quarter procurement within developing countries amounted to $19.4 million or 5%.

Most major commodity groups are reflected in the current high over-all U.S. procurement ratio. In iron and steel mill products, $84 million in AID-financed exports during the first quarter of fiscal 1965 more than doubled the quarterly average of $39 million last year. The U.S. share of iron and steel mill product procurement during the first quarter was 97%, up from 86% last year.

Textiles showed a considerable gain in the first quarter. The U.S. share increased to 96% on a volume of $8.3 million.

Other U.S. producer groups with high percentages included:

Motor vehicles and parts, 99% (sales totaling $22.3 million from U.S. sources); copper, 97% ($9.3 million); construction, mining, and conveying equipment, 95% ($13.9 million); miscellaneous industrial machinery, 93% ($19.7 million); tractors and agricultural equipment, 99% ($10 million); chemicals, 91% ($24.4 million); pulp and paper, 90% ($8.2 million); railroad equipment, 99% ($6.2 million); rubber and rubber products, 98% ($7.7 million).

Purchases by developing nations

Under both types of financing—loans and grants—procurement involves purchases by developing nations of Asia, Latin America and Africa. Credits are provided by the U.S. economic aid program, using normal commercial channels.

The materials and equipment authorized are used both for specific development projects (power plants, mills, irrigation programs, etc.) and for non-project general commodity import needs.

Key to the high U.S. retention of dollar outlays is a stringent procurement restriction, established in 1959-60 but taking increasingly fuller force in current expenditures under subsequent years' program obligations.

Development loans—with the strictest U.S. procurement terms—have long since replaced grants as the main source of commodity financing. Two-thirds of all AID assistance is now on a loan basis.

Pakistan leads

Among the overseas regions purchasing AID-financed materials and equipment, the Near East-South Asia region had the largest volume of commodity expenditures during the first quarter—$179.4 million, with 98% spent in the U.S. Pakistan was the largest recipient of commodities among all countries in the AID program during this quarter.

Latin America had a sharp increase in

commodity expenditures, with a total $102 million in the first quarter compared to a fiscal 1964 quarterly average of $23 million. The U.S. share of Latin American purchases was 99%.

Commodity expenditures decreased in the first quarter in the Far East. This was largely due to smaller expenditures for Indonesia and Korea. Expenditures for South Viet-Nam, however, showed a considerable increase in volume.

While African commodity expenditures continued to be smallest among all regions, the first quarter rate showed a substantial increase over the level of the previous year. The increase was primarily concentrated in the Congo (Leopoldville) and Tunisia, with Morocco showing a moderate decline.

Commodity procurement currently accounts for 55 to 60% of total AID expenditures. Other AID program outlays, such as ocean freight, payments service contracts to firms and institutions, foreign student training, and AID technicians overseas, also remain largely in the U.S. economy.

AID figures do not reflect U.S. agricultural commodities under the Food for Peace program, purchases under the military assistance program or Export-Import Bank loans.

MATERIALS HANDLING EQUIPMENT

Licensing rights sought to manufacture materials handling equipment and/or packaging machines, related equipment.

Write: N.V. Ijzergieterij & Machinefabriek Js. zimmer & Zonen, 1-7 Korte Blekersstraat, Amsterdam, Netherlands.

INDUSTRIAL CHEMICALS

Chemical manufacturer seeks licensing and/or joint venture arrangements with U.S. company for manufacture in the United Kingdom of industrial chemicals for textile, leather, paint, photographic, rubber, detergent, food and brewing industries.

Write: A.B.M. Industrial Products, Ltd., Unity Mill, Poleacre Lane, Woodley, Stockport, England.

SHOE, LEATHER MACHINERY

Leading manufacturer of special machinery for shoe production, leather production, tanning, manufacture of leather goods, is interested in becoming licensee of U.S. firm for newly-developed machinery in its line.

Write: Maschinenfabrik Moenus AG, 74-80 Voltastrasse, 6 Frankfurt/Main West 13, Germany.

Tariff Commission says 'quality' led to more skate imports

Report denies trade concessions are responsible in major part

The Tariff Commission has found that increased imports of ice skates are not due in major part to trade-agreement concessions.

According to a Commission report, the U.S. ice skate industry does not qualify for either the quotas or higher tariffs which certain manufacturers sought in a petition last August.

The Roller Derby Skate Corp. and Nestor Johnson Manufacturing Co. petitioned the Commission to investigate the increase in ice skates' imports, most of which have been brought in for attachment to footwear by U.S. producers of ice-skate outfits (ice skates permanently attached to footwear).

The outfits incorporating imported skates are sold in competition with outfits made and sold by domestic producers of ice skates.

Canadians supply

Imports of skates for attachment to footwear rose from 1.2 million pairs in 1960 to 1.9 million pairs in 1963. Most of the imports have come from Canada.

The Commission found, although imports had risen within meaning of the law, the increase was not due in major part to duty reductions made under the trade agreements program.

It attributed the increase to "the establishment of new companies that took advantage of the marked rise in demand for ice-skate outfits and capitalized on the availability of quality imports of ice skates."

The rate of duty originally provided in the Tariff Act of 1930 on ice skates was 20% ad valorem.

Report available

Under the trade agreements program, the rate of duty was reduced to 15% in 1936; to 12½% in 1951, to 11% in 1962 and to 10% in 1963.

Copies of the Commission's report are available upon request as long as the limited supply lasts.

Write: Secretary, Tariff Commission, 8th and E Sts., NW., Washington D.C. 20436.

Taiwan frees some imports, slaps controls on others

The Chinese Government has announced that the following previously-controlled goods may now be freely imported into Taiwan: dessicated coconuts, wheat bran, malted milk, coffee beans and extract, unexposed cinematographic films, grapes, raisins, toothbrushes, artificial or synthetic fiber band, carbon glue, door checkers, plastic reflective sheeting, rolled oats, red nut olives, corn flakes, preserved cherries, gas masks and respirators, radar-eye, heating or cooking adjuster, cebeo 30-16 kawex, and 2.4D sodium salt weed killer.

The following goods which previously could be freely imported into Taiwan are now controlled: 600-7200 volt static capacitors for power factor correcting, non-moisture proof cellophane paper, toluol, potassium cyanide, chinese medicine, motorcycle frame bodies, sugar-added milk powder, and no. 6-22 titanc wire.

Japanese firms lose U.S. export rights

Kazuo Iida, an export-import operator of Tokyo, Japan, and four companies with which he is associated, have been denied all U.S. export privileges indefinitely because of Iida's failure to answer questions and provide records dealing with the suspected reexport of certain U.S. origin commodities from Japan to communist China.

The sanctions were applied after an investigation by the Department of Commerce's Bureau of International Commerce, which indicated that the Iida group was illegally transshipping carbon black—a commodity used in tire production—to the communist Chinese.

Named as related parties in the action with Iida are: Malco Industry Co., Maruko Shokai, Washu Shoji Co., Ltd., and Washu Sangyo K. K., all of Tokyo.

Under the sanctions, all outstanding validated export licenses in which the respondents have an interest are cancelled; they and any agents and employees are forbidden to deal directly or indirectly in export operations involving U.S.-origin commodities or technical data.

Other persons also are forbidden to engage in export trade with them either in commodities or in technical data of U.S. origin, until they have satisfied the demands of the Bureau of International Commerce.

Iraq sets Five-Year Economic Plan to speed growth, increase agricultural, industrial productivity

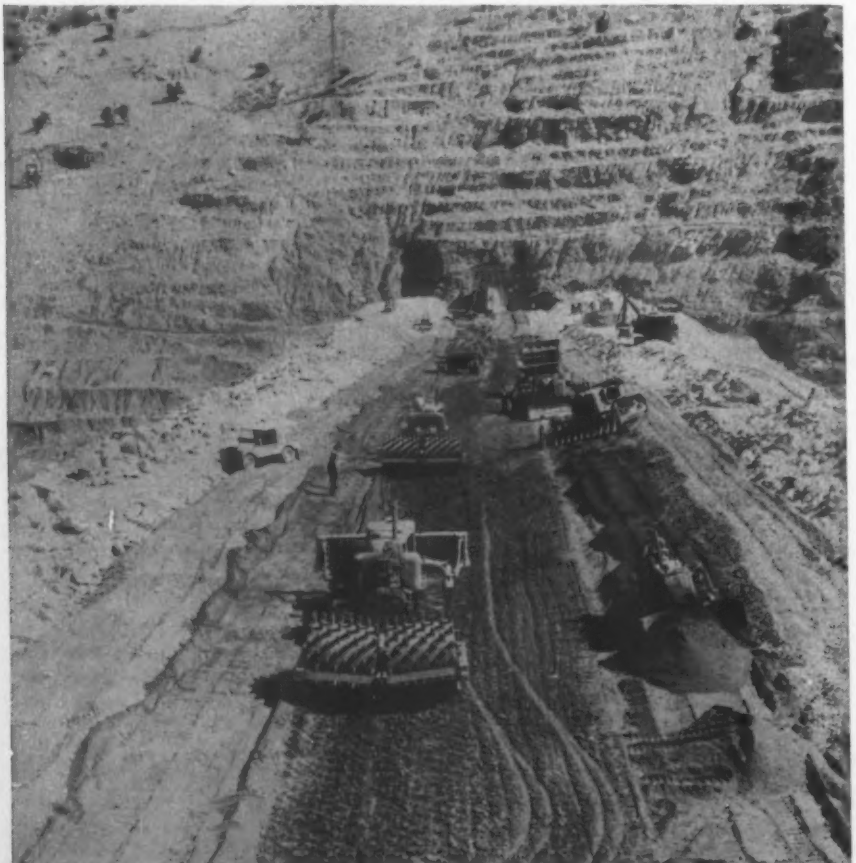
Program to rely on high savings, capital investment; expects to double national income in nine years

Iraq's Prime Minister Tahir Yahya has announced a Five-Year Economic Plan for 1965-1969 designed to accelerate the rate of economic growth, raise the standard of living and reduce Iraq's dependence on oil by increasing productivity in agricultural and industrial sectors.

Attainment of these goals would depend on a very high level of savings and capital investment, necessitating postponement of consumer requirements, according to the Prime Minister.

The Plan seeks a national income growth rate of 8% and is expected to culminate in a doubling of national income in nine years and in per capita income in 13 years.

Iraqi officials consider the 8% level attainable if the agricultural sector, amounting to one-fifth of national income, can be stimulated to a rate commensurate with the other sectors.



CRAWLER TRACTORS pull sheepsfoot rollers over filler materials in Darbandikhan Dam's structure.

Public, private help

Investment of $2.3 billion, the Prime Minister said, would require both public and private participation. Government expenditure is planned at $1.54 billion or 70% of the total; while the private sector is expected to assume the remaining $756 million.

Approximately $56 million of the Government's share is to be generated and invested by the Economic Establishment and Public Service companies, leaving $1.4 billion to be raised and invested directly in Five-Year Plan projects.

Anticipated sources of the latter sum are oil revenues, $1078 million; other Government revenues, $42 million; foreign loans, $224 million; domestic loans and credits, $140 million.

The Prime Minister described allocation of priorities for projects under the plan.

First priorities set

Projects in the agricultural, industrial and power sectors are to be given first priority. Projects in the transportation and communication fields and the building sector are allotted second priority.

Government investment in Five-Year Plan projects will be divided as follows:

Agriculture, $420 million or 28% of the total; industry, $420 million or 28%; power, $98 million or 7%; transportation and communications, $252 million or 17%; hospitals, schools, public buildings, housing, $294 million or 20%.

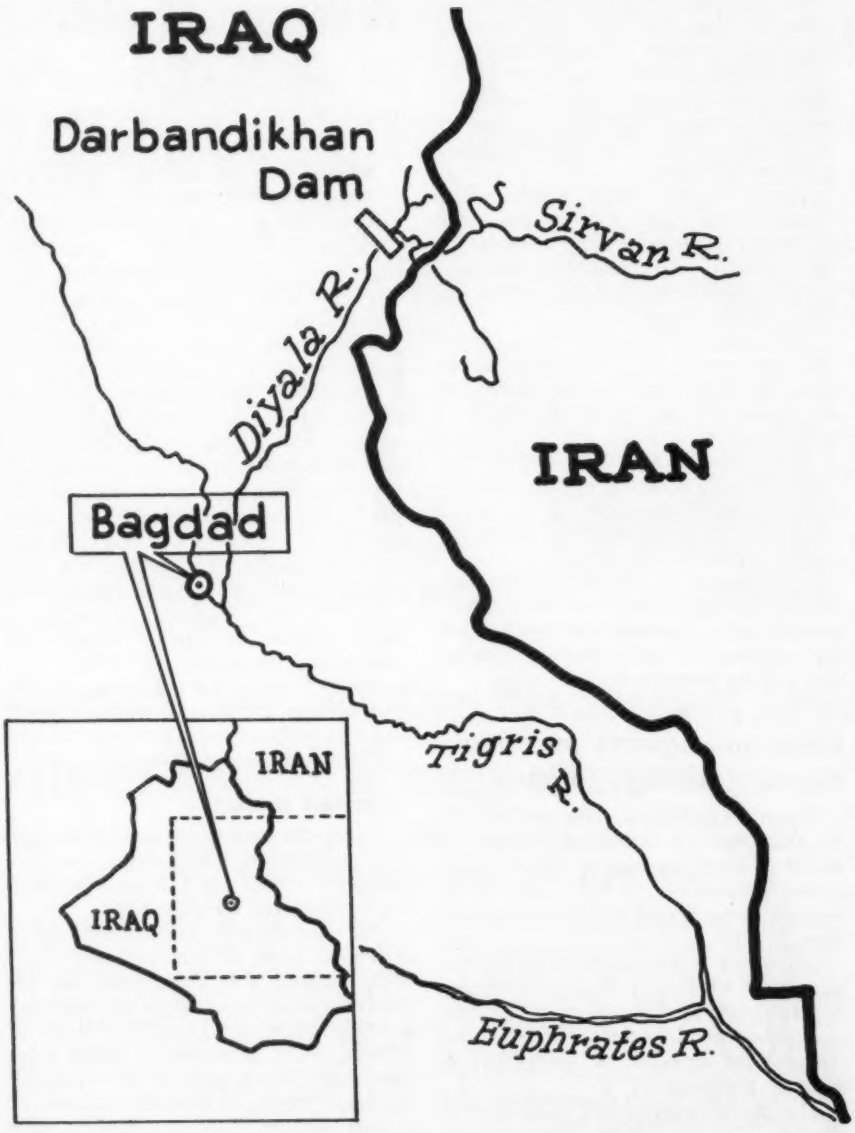
The Prime Minister said his announcement was a summary of the broad outlines of the Plan for which he hoped to obtain a large measure of public support.

The details of the Plan are expected to be released March 31 in order to become effective at the beginning of the Iraqi fiscal year, April 1.

Iraq announces new law for industrial development

Iraq has issued a new law, *Development of Industry*, which continues to stimulate growth of the industrial sector by granting tax exemptions and other benefits to approved industries.

To qualify, a company must employ only Iraqis, or citizens of Arab coun-



Iraqi drug monopoly seeks agreements

Iraq's General Drugs & Chemical Imports & Distribution Company, (KIMADIA) seeks agency agreements with drug suppliers to prevent further dealings by suppliers with their former distributors and to obtain the lowest possible prices for the benefit of the public.

According to KIMADIA chairman, Dr. Ahmed Kamal Arif, it is believed that commissions continue to be reserved on sales to Iraq despite the Government's monopoly on drug imports.

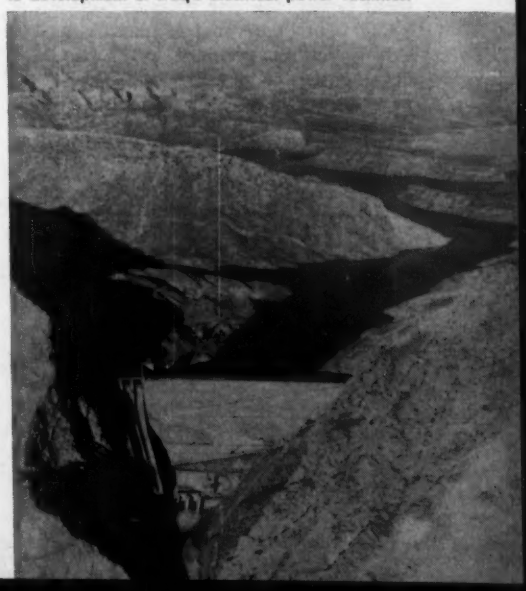
As sole agent for foreign suppliers, KIMADIA would, through such agreements, be better able to rely on suppliers' estimates of Iraq's drug needs and avoid purchasing in excess.

KIMADIA is drawing up a set of provisions for incorporation into agency agreement and drug suppliers are invited to submit proposed provisions of their own for consideration. To date, no agency agreement has been signed.

Scientific Centers, established by suppliers, are permitted to import for promotional purposes drug samples amounting to 10% of KIMADIA's orders for drugs already marketed in Iraq and up to 20% of orders for new products.

Embassy representatives and supplier of drugs have been invited to call on Dr. Arif to discuss means by which KIMADIA can most effectively carry out its drug marketing program.

Write: KIMADIA, P.O. box 486, Baghdad, Iraq.



AERIAL VIEW OF DAM in rugged, bleak Barand Dagh mountain range—result of first priority given to development of Iraq's electrical power facilities.

tries, except for necessary technicians; 60% of its capital must be paid by Iraqis or citizens of Arab countries; and the value of the machinery, equipment must exceed $8,400.

The benefits provided by the law include exemption from income tax on profits up to 10% of the paid-up capital for the first five years, and up to 5% of the paid-up capital for the next five years; exemption from income tax for improvement or expansion up to 25% of profits; exemption from real estate tax on properties used by the enterprise for 10 years; exemption from the stamp tax; and exemption from customs duties for capital equipment and raw materials unobtainable locally, and leasing of Government lands for 10 years at low rates.

For a loan copy of the complete text of the law, **write:** OIRE, Bureau of International Commerce, Department of Commerce, Washington D.C. 20230.

Iraq cancels duty

Iraq has abolished the 5% ad valorem duty previously imposed on exports of wool, hair, hides, skins, animal casings and ghee to encourage export of these commodities.

Building subsidy regulations altered by Netherlands

New policy will help create jobs in less-industrialized areas

Netherlands has changed regulations on subsidies to firms locating in the nation's less-developed areas.

The amendments are designed to further the Government's policy to create additional employment in less-industrialized areas and relieve some of the congestion in the industrialized parts.

Contrary to previous regulations which made no such differentiation, the new rules distinguish between "primary" and "secondary" development areas, with each community categorized according to the extent of its development needs.

The earlier requirement that one male worker be employed per 100 square meters of new building floor space or 50 square meters of expansion floor space has been dropped. Subsidies for plant expansion have been discontinued, with the exception of those plants which have already received building subsidies.

Price allowances unchanged

Price allowances for plant sites remain unchanged at 50% of the purchase price, provided that 20% of the land bought will be used in construction. New rates are:

For new buildings—$8.28 per square meter of usable floor space for the first 2,000 square meters (1 square meter is approximately 10.9 square feet); $12.42 per square meter for the next 2,000 square meters; $16.56 per square meter for floor space over 4,000 square meters; in the case of a "secondary" development center, the rate remains constant at $8.28 per square meter; maximum subsidy for either "primary" or "secondary" development center, $414,000.

Additions to existing structures (where applicable)—$8.28 per square meter of usable floor space; maximum subsidy, $82,800.

CONSTRUCTION MACHINERY

Manufacturer seeks license to produce all types of machinery used for road building, excavation such as vibrators, excavators, conveyors.

Write: The Ruhrthaler Maschinenfabrik Schwarz & Dyckerhoff KG, 14-28 Scheffelstrasse, Muelheim, Germany.

IFC to help expansion of cement plant in Greece

In partnership with the National Investment Bank for Industrial Development S.A. (NIBID) of Greece, the International Finance Corporation (IFC) has agreed to help finance a $7.5 million expansion and modernization program by Titan Cement Co., S.A., leading cement producer in Greece.

Titan, Greece's oldest cement manufacturer, commands 40% of the Greek market. The proposed improvements are expected to help raise the company's annual production from 1.2 million tons to 1.7 million tons.

IFC's share in financing the $7.5 million outlay will be $1.5 million, including a $1 million loan and a subscription to shares of the firm equivalent to $500,000.

Five cement companies in Greece presently operate seven plants. Total installed production capacity at the end of 1964 has been estimated at about 2.8 million tons.

The growth of the Greek economy during the past decade has been accompanied by a stepped-up rate of activity in the construction field, creating a larger demand for cement.

Pakistan requires marginal deposits against imports

Importers in Pakistan now are required to make a 25% marginal deposit for letters of credit opened to import goods in any amount on the Free List, or for imports under license amounting to more than $2,100.

According to the foreign exchange notice under which this regulation became effective, the rule will not apply to letters of credit opened for central and provincial Government agencies, or quasi-Government corporations.

The deposit requirement is to prevent what the Government considers speculative imports, and to encourage restraint on the part of those importers who might otherwise take undue advantage of Pakistan's current liberal import policy.

Peru increases taxes on mining enterprises

The Peruvian Government has increased taxes on mining enterprises having a net income over approximately $182,695, from 30 to 35%.

There was no change in tax rates on net income up to approximately $182,695.

Zambia publishes development plan

$98 million limit for capital expenditures set for program

Zambia has published a Transitional Development Plan covering the period Jan. 1, 1965, to July 1, 1966, and designed as a move toward Government planning of the entire economy.

A limit of $98 million is set for capital expenditures under the plan.

The largest sectors of expenditures are transport, communications and power $26.9 million; agriculture and natural resources $26.6 million; housing and local government services $22.7 million; and education and training $20.4 million.

Many projects within the area of transport, communications and power which may be of interest to U.S. suppliers and engineers include $10 million for civil aviation (with the largest expenditures earmarked for improving communications facilities at Lusaka Airport and lengthening the runway at N'Dola Airport), $9.8 million for roads and harbors, $3.4 million for electric power projects and $2.8 million for public works (mostly water supply and sanitation projects).

Proposed projects

Under the rubric of agriculture and natural resources, expenditures are proposed for tractor units, tobacco marketing facilities and slaughterhouses.

The plan also calls for establishment of a cement plant (which will cost about $8.4 million); a fertilizer plant; an explosives factory; a salt-glaze pipe and clay products plant; a Livingstone Hotel at Victoria Falls; extraction of Doun palm fiber from Doun palm trees for the manufacture of bags; and feasibility studies for a steel industry, beginning with a steel rolling mill.

For a copy of *Republic of Zambia: "An Outline of the Transitional Development Plan"* on loan, **write:** OIRE Bureau of International Commerce, Department of Commerce, Washington D.C. 20230.

New auto regulations

In an effort to curb automobile imports, Venezuela will require owners importing automobiles as personal effects to deposit with Venezuelan officials a sum equal to the full value of the car. The deposit may be reclaimed by the same owner only at the end of one year.

HIGHWAY CONSTRUCTION, an industry important to Ecuador, gets personal assist from local workers.

Ecuador's new Industrial Development Law extends benefits to many enterprises

Registered industries to be granted exemption from numerous taxes, tariffs, fees; three categories created for advantages

Ecuador has enacted a new Industrial Development Law replacing all other relevant legislation with the temporary exception of the Industrial Protection Law for the provinces of Azuay and Canar.

The general benefits of the law, including exemption from a number of taxes, tariffs and fees, will be accorded to all firms registered under the law.

In addition, three categories of industrial enterprises will be granted more extensive specific benefits.

Enterprises in the "Special" category—industries specifically listed by the Government with highest priority requiring special stimuli from the State—will be exempted from all taxes for the first five years of operation.

Permanent exemptions

Beginning with the sixth year, such enterprises will be exempt permanently from payment of import duties, additional taxes, stamp taxes, and one-half of the consular fees applicable to imports of machinery, equipment, spare parts, and raw materials not produced in Ecuador.

Category "A" enterprises—new or existing industries, including assembly plants, that export 50% or more of their production or manufacture goods to be used in the production phase of agriculture, forestry, industry, mining or fishing, produce import substitutes, or which the Government feels are sufficiently important otherwise—will be given the permanent tariff concessions of the "special" category, together with lesser tax benefits.

Those industrial activities demonstrating usefulness to the economic development of Ecuador and need Government assistance but do not meet the criteria for the first two categories, may be listed in category "B."

Category "B" has the same tariff benefits on machinery, equipment, and spare parts as the higher groupings, but not for raw materials or lesser tax benefits.

Existing industrial enterprises and new firms which have not begun production, considered to contribute to further economic development of Ecuador, may take advantage of the law's benefits.

Eligibility for benefits

Industrial enterprises are those engaged primarily in manufacturing processes excluding businesses engaged in complementary commercial activities.

New industries may be eligible for the benefits of the law if they plan to manufacture articles not produced in Ecuador; articles, which although already manufactured in Ecuador, do not fulfill the market demand because of insufficient quantity or quality of production; and articles destined, in a significant percentage, for exportation.

While most of the provisions of the new law have been carried over from the 1962 Industrial Development Law, sections having to do with administration have been tightened and procedural rules have been spelled out carefully.

Taiwan establishes duty-free export processing zone

The Chinese Government recently passed legislation establishing a 55-acre duty-free export processing zone near Kaohsiung, Taiwan's principal seaport. Foreign and domestic firms producing for export will be permitted to establish plants within the zone, and their imports of equipment, raw materials and other goods used in processing export products will be duty free.

The Chinese Government expects that the combination of relatively lower wage rates than either Hong Kong or Japan and the duty free export processing zone will attract an increasing number of foreign export-processing firms to Taiwan. The Government hopes that some industrial plants may be operating in the zone before the end of 1965.

Travelers' currency limited by Pakistan

Pakistan's new currency regulations prohibit bringing into Pakistan currency in denominations of 50, 100 and 500 rupee notes.

The legal limit of Pakistan currency which any traveler may bring into the country remains at 80 rupees per person, the equivalent of $16.80.

Currency in greater amounts may be brought into Pakistan in the form of dollars, sterling and travelers' checks. This regulation reportedly is strictly enforced.

India exempts certain imports from license cuts

India has exempted import licenses for certain commodities from the general cuts which were announced for most import licenses during the second half of the Indian licensing year ending March 31.

Import licenses granted for motor vehicle spare parts will continue to be valid for full face value, as will also licenses for spare parts of sugar machinery.

Other items exempted from the import cuts are raw Manila hemp, chicory seeds, rubber seeds, wattle extract, wattle bark, hides, skins, books, raw cotton, raw jute, printing machinery and parts, raw materials for pharmaceutical products, and dried skimmed milk.

There also will be further licensing of aluminum, copper, German silver, some iron and steel products, raw silk, soda ash, and rock phosphate.

Further foreign exchange will be released for imports of machine tools, in addition to those procured under U.S. aid. Other items to receive special import treatment are copra, palm oil, rubber, machinery for the jute, textile and tea industries, electrical generation and distribution industry, and mining.

Iceland raises license fees for automobiles, motorcycles

The Government of Iceland has increased the import license fees for new automobiles from 100 to 125% of their f.o.b. value.

This action was taken to obtain additional revenue. The retail sales tax was increased from 5.5 to 7.5%.

The import license fee for automobiles to be used as taxicabs will remain at 30%. The duty on automobiles (including those to be used as taxis) and motorcycles will remain at 90% of the c.i.f. value.

Prices for new automobiles (other than taxis) and motorcycles in Iceland have risen approximately 9% as a result of this action.

License requirements set by El Salvador

Goods requiring import licenses in El Salvador are airplanes, firearms, munitions, military equipment and dynamite. This modifies information provided in the world-wide summary of import license regulations which appeared in INTERNATIONAL COMMERCE Jan. 25.

EEC draft proposal

The EEC Council of Ministers is considering a draft proposal on the freedom of establishment and freedom to supply services in self-employed activities in electricity, gas, water and sanitary services in common market countries.

For a copy of this proposal, **write:** OIRE, Bureau of International Commerce, Department of Commerce, Washington D.C. 20230.

Pakistan waives limit on 13 free list items

Thirteen items on Pakistan's "Free List" (commodities importable without a license) have been declared exempt from the minimum limit of $4,200 for importing from the U.S. under AID financing by importers whose quota is less than this amount.

Authorized dealers in foreign exchange are now permitted to open letters of credit for such importers, for amounts below the $4,200 figure, if the goods are to be financed by AID funds and are classified under any of the following 13 categories:

Materials for life-saving drugs and medicines, chemicals (excluding sodium bicarbonate, sulphur and caustic soda), dyes, pigments and dry colors, cotton yarn (80 counts and above), laboratory glassware, scientific goods, medical apparatus and appliances of silk or synthetic fibers, surgical goods, duplicating stencils, non-ferrous metals excluding aluminum ingots and copper rods, X-ray films, and tires and tubes for tractors.

EEC cuts frozen beef tariff temporarily

The EEC has cut its 20% Common External Tariff on frozen beef (ex 02.-01AII) in half, for the period from February 1 to March 31.

From April 1 to June 30 this 10% rate will be in effect for frozen beef (ex. 02.01AII) destined for processing under customs control.

The Federal Republic of Germany has been authorized to modify the CXT to 5% on these products until June 30, up to a quantity of 6,000 metric tons.

EEC beef production has not been sufficient to satisfy demand.

Import restrictions issued by Ecuador

Ecuador has issued a regulation making advance partial payment of import duties and consular fees independent of prior import deposits required by the Central Bank.

The old and new laws both required advance payment of one-half the import duties and 9 of the 10½% consular fee, before issuance of an import license.

Under the former law, the Central Bank had paid these advance fees to the Central Government out of the prior import deposit of the importer.

Under the new law, importers must pay the advance fees separate from, and in addition to, the prior import deposit, before they can obtain an import license.

Prior deposits now can be used only for remittance abroad in payment for imports. The law is being applied as a temporary measure to place a restraint on the recent rapid expansion of imports.

New law limits acquisition of New Zealand companies

New regulations went into effect on December 24 enabling the Government to intervene if foreign acquisitions harmful to the public interest are proposed. The regulations provide that notification be given to the Registrar of Overseas Takeovers at the Reserve Bank if a proposed offer by a foreign person or company would give them control of 25% or more of the voting rights in a New Zealand company.

While the new regulations limit foreign acquisitions of existing New Zealand companies, they do not affect the exchange of company shares under the Capital Issues Regulations or the establishment of new manufacturing entities where there is no New Zealand acquisition.

Proposed foreign industrial projects are administratively reviewed by the Department of Industries and Commerce.

Dominican Republic extends additional consumption tax

The Dominican Republic has extended the additional internal consumption tax of 15% ad valorem, established on most imported products in August 1964 to apply through Dec. 31.

The tax was originally imposed for the six months period ending Feb. 10, and applicable to all imports except certain basic products.

Indian manufacturers request U.S. technical, financial assistance

Three Bombay firms make joint venture offers to establish varied production facilities

Three Bombay manufacturers would like to contact U.S. companies to discuss possibilities of joint ventures.

The proposals include plans to establish plants to manufacture a new rayon fiber, acrylic plastic sheets and various chemicals, particularly polyvinyl chloride.

Financial assistance and technical know-how would be required of participants in all three projects.

Rayon manufacturing plant

A firm of cotton spinners would like to discuss possibilities of a joint venture for a high wet modulus cross link rayon manufacturing plant in India with an experienced U.S. firm.

The Indian firm is willing to be guided by advice of its prospective partner in detailed planning for the project.

The site considered for the proposed facility is at Roha, in Maharashtra State, about 350 miles from Bombay. The plant would be capable of manufacturing 18,000 tons of the polynosic fiber annually.

To undertake the approximately $9.5 million project, about $8.4 million would be expected from U.S. sources.

In addition, the U.S. partner would be required to provide technical know-how and the necessary services of technicians.

Write: Aditya Mills Limited, Stadium House, 81/85 Veer Nariman Rd., Bombay 1, India.

For additional information, **write:** Bureau of International Commerce, Office of International Investment, File 4-2281-4, Department of Commerce, Washington, D.C. 20230.

Plastic sheet manufacturing

A manufacturer of plastic umbrella handles, bangles and novelties would like to contact a U.S. company interested in a joint venture to manufacture acrylic plastic sheets.

The firm proposes to locate a plant at Nasik, about 120 miles from Bombay, to manufacture acrylic plastic sheets by the casting process in clear as well as pearl colors.

Annual production capacity projected, working a single eight hour shift, is 300 tons.

While complete details of the plan have not yet been worked out, the U.S. collaborator would be expected to finance machinery and equipment required and supply necessary technical know-how.

Working capital and such production facilities as land, building, power and water will be provided by the Indian promoter of the project.

Write: Ratailal Parekh & Co., Bombay Mutual Bldg., Phirozeshah Mehta Rd., Bombay 1, India.

For further information, **write:** Bureau of International Commerce, Office of International Investment, File 4-2821-5, Department of Commerce, Washington, D.C. 20230.

Naptha cracker venture

A manufacturer of soda ash and caustic soda requests a joint venture with a U.S. firm to establish a naphtha cracker plant in Madras State.

The Bombay firm proposes to erect a naphtha cracker plant adjacent to its caustic soda plant at Sahupuram, Tirunelvely to utilize chlorine, obtained in caustic soda manufacture, and other gases for the manufacture of various chemicals, particularly polyvinyl chloride.

A detailed project report for the proposed venture, including estimated total cost, has not yet been prepared as the Indian firm wishes to do this in cooperation with the interested U.S. participant.

The U.S. firm would, however, be expected to supply technical know-how as well as some financial assistance.

Machinery, equipment, and possibly some raw materials required for the new enterprise will have to be imported. Sufficient labor, power, water and transportation are available for the project.

Write: Dhrangdhra Chemical Works, Ltd., 15A horniman Circle, Fort, Bombay 1, India.

For additional information, **write:** Bureau of International Commerce, Office of International Investment, File 4-2813-1, Department of Commerce, Washington, D.C. 20230.

Indian investment guide available

The Bank of India has made available without charge to foreign investors a 32-page booklet *India Invites You to Invest* containing information on taxation, institutions concerned with the provision of development finance and the Government's industrial policy.

Write (under letterhead): Bank of India, Ltd., Mahatma Gandhi Rd., Bombay 1, India.

Licensing, venture arrangements asked

A holding company for approximately 10 manufacturing companies covering electronic equipment, optical production, scientific instrumentation and light engineering is interested in licensing and/or joint venture arrangements to make:

Sound and visual equipment: Television, radio, tape, records, public address systems, loudspeakers, low voltage units, phonographs; optical goods: lenses, theodolites, binoculars, telescopes;

Drawing office equipment: Centralized dictation systems, intercom systems, drafting machines, drawing instruments, slide rules, tracing tables;

Thermometrical and meteorological equipment: Barometers, hygrometers, rain gauges, clinical and ordinary thermometers, barographs;

Navigational instruments: Binnacles, compasses, decimicrosecond and ordinary chronometers, aircraft navigational aids;

Fluorescent lighting: Low voltage lighting for small vehicles, refrigerated vehicles, marine craft, lifebuoy and raft lights.

Projectors: 8mm.cine projectors, motion analysis projectors, gunsight recorders.

Write: Clarke and Smith Industries, Ltd., Fenwick House, 289/293 High Holborn, London W.C. 1, England.

Europeans seek U.S. licensees

Three European manufacturers seek U.S. producers interested in being licensed to construct concrete basements for prefabricated homes using a newly developed process, a room deodorizing aerosol with a vertical sprayer, and grab dredging machines for underwater gravel excavation.

For additional information on the products described below and names and addresses of the manufacturers, **write:** Bureau of International Commerce, Office of International Investment, Department of Commerce, Washington, D.C. 20230, referring to the appropriate File number.

Offers made

A U.S. licensee is sought for a newly-developed process for construction of concrete basements for prefabricated homes and other buildings. The firm claims its method and equipment save labor and time, since assembling can be learned quickly and even the larger parts can be personally transported eliminating the need for cranes and baits. This German process can be used for outer and inner walls, doors, and windows. Two workers, reportedly, can do the assembling and sheeting work for the basement of a prefabricated home in four to five days. **File 1310.**

A French firm offers licensing rights to U.S. firm to produce an aerosol for room deodorizing which can be instantly attached to walls. It consists of a decorative plastic support that holds the aerosol can. One of the outstanding features reported is the vertical sprayer which eliminates the risks of the user being sprayed in the face of otherwise misdirecting the spray of the aerosol. The firm sells to many leading and large French department stores and exports to Sweden, Netherlands, England, Germany, Italy, U.S., and many other countries. **File 1311.**

A license is offered for U.S. production of German grab dredging machines designed for underwater gravel excavation. The dredgers are designed for high capacities and severe duties. For this reason, the winches are fitted with fully enclosed, helical gears supported in rolling-contact bearings running in an oil bath. Other features reported include single-lever control, powerful brakes, low maintenance costs, and breakdowns are practically unknown. **File 1312.**

Venezuelan seeks partner to produce polypropylene

A Venezuelan businessman experienced in manufacturing plastic film and packaging material requests joint venture technical aid or a licensing arrangement with a U.S. producer of polypropylene.

The businessman is interested in contacting only an experienced U.S. company familiar with the latest and most modern methods for producing polypropylene or of any similar flexible plastic packaging material.

Estimated cost of the venture is approximately $500,000 with the U.S. portion open to negotiation. The U.S. firm is also expected to provide technical know-how and possibly the services of its technicians.

It is reported that Venezuela has sufficient demand for polypropylene wrapping material, although none is being produced at present.

Write: Imre Frisch, Avenida Las Palmas, Edificio Vizcaya, Apartamento 12, Los Caobos, Caracas, Venezuela.

U.S. LICENSES ASKED

Large producer of hydraulic equipment seeks U.S. licenses for production of hydraulic and mechanical jacks, hydraulic working cylinders, air, oil; hydraulic pump units; controls; garage, automotive maintenance equipment, hydraulic and pneumatic.

Write: Emil Weber, 7129 Gueglingen, Wuerttemberg, Germany.

FOUNDATION GARMENTS

Manufacturer of women's foundation garments interested in cooperating with large U.S. firm in manufacture of related products, especially new so-called "throw-away" brassiere.

Write: Firma Timpa, Tholen (Z), Netherlands.

TEXTILES

Medium size company engaged in finishing, dyeing of woolen and mixed synthetic woolen fabrics, seeks licenses to make its own line in textile, and related fields such as buttons, zippers, pockets.

Write: Les Apprets Deforges, S.P.R.L., 25 Rue du Borbeau, Dison, Verviers, Belgium.

CERAMIC TILES

Building contractor who imports ceramic tile is interested in forming joint venture with U.S. firm to manufacture this tile. At present, there is no manufacture of ceramic tile in South Australia.

Write: Zanello & Buffon, P.O. box 124, Millicent, South Australia.

Argentine firm seeks joint venture

An Argentine manufacturer of photosensitive materials for the graphic industry proposes a joint venture with a U.S. firm to expand production.

A total investment of $100,000 is expected from the U.S. participant to be applied as follows:

$46,650 for purchase of raw materials from abroad; $20,000 for immediate payment of the corporation's outstanding accounts; $33,350 for the firm's subsequent financial development.

The U.S. investor is offered equal participation in management and an equal share in profits. No new equipment is needed. The manufacturing plant, which is fully integrated, is staffed with capable personnel and outfitted with up-to-date machinery.

Estimated output

The output capacity of existing facilities is estimated at $800,000 a year. Owing to lack of financial help, however, the actual value of the firm's production in 1964 was only $200,000. A successful joint venture will permit the firm to double the value of its present production.

There appears to be a continuing demand for photosensitive materials of the quality manufactured by this enterprise, but at no time since its organization in 1958 has it been able to build up any finished inventory.

Write: Alvion Industrial y Comercial, S.A., Jose E. Rodo 7250/60, Buenos Aires, Argentina.

For additional information, **write:** Bureau of International Commerce, Office of International Investment, File 2-3861-1, Department of Commerce, Washington, D.C. 20230.

AGRICULTURAL MACHINERY

French manufacturer of winnowing, related agricultural equipment seeks licenses to make grain, seed cleaners, graders, other agricultural machinery for preparing crops.

Write: Etablissements Andre Biscara et ses Enfants, B.P. 18, L'Eau Barree, Niort, Deux-Sevres, France.

COSMETICS

Cosmetic firm seeks license to produce deodorants, nail polish, lipsticks, men's toiletries.

Write: Madsen & Wivel A/S, 26 Ostergade, Copenhagen, Denmark.

Turkish gas firm wants U.S. partner

An Istanbul producer of industrial and anesthetic gases is interested in discussing possibilities of a joint venture with an experienced U.S. manufacturer to expand its activities into the manufacture of compressed gas cylinders.

The firm plans to export to nearby countries a substantial volume of its increased production but because of the high customs duty on imported cylinders, it proposes to make them itself. These cylinders would be used for compressed oxygen, nitrogen, argon and anesthetic gases.

As described by the Turkish firm, the type of cylinders it plans to manufacture would have a volume for water of 10-50 cubic liters, a testing pressure of 250-400 atmosphere and a continuous working pressure of 150-200 atmosphere.

Annual production is calculated at 60,000 cylinders. The firm claims that Turkey's new Eregli steel mill will be able to supply alloy steel of the required specifications for gas cylinder production.

Venture's cost

Total cost of the cylinder manufacturing facility is estimated by the firm at from $750,000 to $1 million. About $500,000 additional would be needed for working capital.

The joint venture partner's financial and technical participation in the enterprise is subject to a mutually satisfactory arrangement.

Write: Hamdi Basaran, Habas Sinai ve Tibbi Gazlar Istihsal Endustrisi A.S., 5 Gumus suyu Caddesi, Maltepe, Istanbul, Turkey.

ADHESIVES

License sought for production or transformation in Belgium of adhesives, such as masking tape, to cover needs of Benelux countries.

Write: Establissements Maurice Saintes S.P.R.L., 107-113 Rue de Belle-Vue, La Louviere, Belgium.

BRONZE, CENTRIFUGAL CASTINGS

Joint venture arrangement sought for production of bronze continuous castings, centrifugal castings.

Write: M. T. B. Metaaltechnisch Bureau C.V., 71 Stadhouderslaan, Utrecht, Netherlands.

Reports on foreign firms

A World Trade Directory Report (WTD) is available on each private foreign firm mentioned in this section. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation and other factors, are available for $1 each from the Bureau of International Commerce, (BIC-8120), Department of Commerce, Rm. 6059 B, Washington, D.C., 20230. (Telephone: 202-WO 7-4203).

In addition, businessmen can obtain further pertinent information on the proposals in developing countries by contacting BIC-8630, Rm. 1520, Department of Commerce, Washington, D.C., 20230. (Telephone: 202-WO 7-4065 or WO 7-5367).

FANS

Heating and ventilating equipment manufacturer is interested in being licensed by U.S. company to manufacture centrifugal fans, packaged or otherwise; high pressure fans; industrial type fans; air filters, both high and medium efficiency type; high efficiency dust collectors; air washers; axial fans; industrial air conditioning packaged units; direct expansion coolers; heat exchangers.

Write: Matthews and Yates, Ltd., Cyclone Works, Swinton, Lancashire, 135 Rye Lane, London, S.E. 15, England.

TEXTILE CHEMICAL AGENTS

License sought to produce textile chemical agents such as dyeing assistants, dyeing and finishing chemicals, wetting agents, products for steadfastness of hosiery textile and warp and weft, and detergents to be used after printing cotton, synthetic and woolen fabrics by manufacturer of lubricating oil and textile chemical agents.

Write: Societe des Huiles Lugd'Oil-Igol-Rhone-Alpes, 38 Rue Pierre Semard, Pyon (7), (Rhone) France.

ACID-PROOF MATERIALS

Manufacturer and constructor of acid and fireproof materials, equipment, systems, plants is interested in license from U.S. firm for acid-proof and corrosion-proof materials, equipment.

Write: Kerachemie, P.O. box 16, 5433 Siershahn/Westerwald, Germany.

Brazilian construction firm seeks qualified U.S. bidder

A leading Brazilian construction and engineering firm would like to establish contact with a qualified U.S. company to form a consortium to bid on dam construction for the Jaguara hydroelectric power project in Minas Gerais and Sao Paulo.

Total cost of the Jaguara project is estimated at $60 million. The plant will generate 500,000 kilowatts.

The Brazilian firm is interested in providing the leveling and earthwork portion of the contract. The remainder of the services would be carried out by a U.S. company with previous experience in construction of dams of this size, particularly concrete construction.

Write or **cable** direct: Construtora "Andrade—Gutierrez" S.A., Rua Barao de Macaubas 369/71, Belo Horizonte, Minas Gerais, Brazil. Cable: CONSAG.

For a limited amount of additional information, **write:** Bureau of International Commerce, Office of International Investment, File 2-1621-2, Department of Commerce, Washington, D.C. 20230.

Joint venture requested by Honduran drug firm

An experienced Honduran pharmaceutical manufacturer, distributor and retailer seeks a joint venture or licensing arrangement with a well-known U.S. drug manufacturer to produce pharmaceuticals at a Tegucigalpa plant under the U.S. firm's brand name.

Approximately $250,000 is claimed to be available locally.

The U.S. manufacturer would be asked to supply its trade name, technical assistance, and possibly some capital for the new venture.

Products of the firm would be sold throughout the Central American Common Market, where consumption of pharmaceuticals is reported to be rapidly expanding. Imports of medical and pharmaceutical products in 1962 by the five Central American Common Market countries reportedly totaled $25.8 million.

Write: Dr. Miguel Andonie Fernandez, P.O. box 190, Tegucigalpa, D.C., Honduras.

PESTICIDES

License sought to manufacture pesticides in Germany.

Write: The Aglukon Gesellschaft mbH, 242 Vennhauser Allee, 4 Duesseldorf-Gerresheim, Germany.

Developing nations—do they provide the biggest potential?

"Entering Europe today, in the face of well entrenched and sophisticated competition, may be like trying to get into the race after the winner has been declared. In contrast, underdeveloped areas offer a chance to start when the gun is fired."

That advice to U.S. manufacturers considering overseas ventures is offered by John S. Ewing, associate professor, international trade and marketing, Graduate School of Business, Stanford University, Stanford, Calif. His reasons:

- In the next 10 years, the population of the Western World is expected to climb 20%, and the greatest gains will be logged by the underdeveloped nations. Although this growth won't guarantee mass markets for U.S. goods, fairly stable countries like Nigeria "warrant a hard look."
- "The new countries . . . are hungry for investment and industrialization and . . . are often willing to make deals with business from abroad in the form of (such things as) tax exemptions, import duty protection, raw material concessions." But "it is emphatically a matter of first come, first served."
- The Communist countries may get the jump on us. Iron Curtain products are of good quality, and manufacturers frequently offer attractive prices and credit terms.

Measuring markets

Professor Ewing offers a yardstick for determining the potential of foreign markets. Conditions to look for:

- Changing habits, acceptance of Westernization, economic growth. In India, for example, output is expected to soar 30% in the next decade.
- Growing population plus political and financial stability. Mexican forecasts for the next 10 years indicate a population rise from 33 million plus to 45 million and a climb in national output to more than $22 billion. Other favorable trends: Sound government and fiscal policy, developing lower and middle classes.

Adaptation

"Too few U.S. firms . . . (are generating) products and presentations suitable for local circumstances," says the professor.

"Looking at markets through local eyes" can mean the difference between the success or failure of a venture. For instance, availability of low cost labor may make it profitable to operate machines considered out of date in the U.S.

Product design also must be considered. Farmers in the developing areas may not be ready for tractors, but will eagerly buy improved plows.

This article is reprinted, by permission, from the Feb. 8 issue of Steel—the Metalworking Weekly.

NATO needs tape recorders for language lab in Turkey

The Purchasing & Contracting Officer, Allied Land Forces Southeastern Europe, Turkey has issued Bid Proposal 326-65 calling for three master tape recorders and 15 or 20 student tape recorders. The equipment should operate on a 220 v., 50 cycle power supply.

The three master tape recorders will be used as a unit to produce duplicate tapes from a master and a wiring harness will be required.

The student machines should be equipped for two track operation, the top track for instructional material, non-erasable, and the bottom track for student use. The unit should be capable of connection to a monitoring console so that the instructor can talk with the student while the student is recording.

Bid deadline is March 24.

Write: Offices of the Purchasing and Contracting Officer, located at Izmir, Turkey.

Loan copies of the bid conditions and specifications are available to firms located in the U.S. that are qualified to bid on NATO projects from the Electronics Division, BDSA-6420, Rm. 4117, Department of Commerce, Washington, D.C. 20230. Telephone: 202-967-4036.

NATO supplement to tire tender available to bidders

NATO's tender No. 1-65 (INTERNATIONAL COMMERCE, Feb. 8, 1965, p. 29) has been supplemented and now calls for the supply of mud and snow tires in the following quantities and specifications: 17, 600 by 16, four-ply; 9, 900 by 16, eight-ply; 130, 900 by 20, ten-ply. Further specified are five 600 by 16 and 20, 900 by 20 inner tubes.

Copies of the bid invitation are available from the Trade Opportunities Staff, BDSA-6192, Department of Commerce, Washington, D.C. 20230.

Burma invites bids on test equipment, radio beacons, VHF and HF transceivers

Burma's Director of Civil Aviation is requesting bids for radio beacons, VHF and HF transceivers and test equipment. Desired quantities and types of equipment are: 2 each, 2 Kw MF radio beacon, 150-500 Kc/s frequency range, 2-3 kw power output; 1 each, 1 Kw, VHF range system, 118-132 Mc/S, complete with antenna array; 5 each, 80 watt beacons, 200-420 Kc/s frequency range; 1 each HF, SSB/DSB, transmitter 2-18 Mc/S, 1.5 Kw P.E.P.; 5 each SSB, HF transceiver 2-10 Mc/S, with 5 pre-set frequencies, 100 watts P.E.P.; and 5 each VHF transceivers, 118-132 Mc/S, 10-15 watts; and several pieces of radio test equipment such as oscilloscope, variable attenuator, SWR indicator.

Bids must be submitted by noon, March 31. Refer to Tender ref. Sa Tha Ya.

Write: Director of Civil Aviation, Burma, Rangoon Airport, Mingaladon, Rangoon, Burma.

Loan copies of the terms and conditions are available to firms located in the U.S. from the Electronics Division, BDSA-6420, Rm. 4117, Department of Commerce, Washington, D.C. 20230. Telephone: 202-967-4036.

Power equipment bids sought by New Zealand

New Zealand is seeking the following equipment for the Marsden Point Power Station:

Supply and delivery of two non-reheat steam turbine generators with throttle conditions of 1,450 psig, 1,000 F with the necessary associated auxiliary equipment for plant to be located at Marsden Point near Whangarei, North Island, under contract No. 5250-M-1. Bid deadline is May 3.

Two steam generators capable of operating at a maximum continuous rate of 1,050,000 lb. of steam per hour at the superheater outlet with auxiliary equipment for plant to be located at Marsden Point near Whangarei, North Island, contract No. 5250-M-2. Bid deadline is May 3.

Write: Bechtel Corp., Purchasing Dept., 4550 Seville Ave., Vernon, Calif., 90058.

A copy of the specifications is available for review only, not for loan, from the Power & Electrical Equipment Division, Rm. 4124, BDSA-6430, Department of Commerce, Washington, D.C. 20230.

Venezuela to build subway

Venezuela's Minister of Public Works has announced that a subway will be built in anticipation of expected traffic for the quadricentennial celebration of Caracas (INTERNATIONAL COMMERCE, March 1, 1965, p. 33). Estimated cost is 700 million bolivares (about $155 million).

The first section to be built will be from Catia, in the western part of the city, to the downtown area of Caracas. Other lines will lead out from the center of the city to various suburbs with the likelihood that some of these lines will emerge from the ground outside the central area of the city and continue to the suburbs on the surface.

Nigeria needs two telescopic steel doors for powerhouse

Nigeria needs two telescopic steel doors for the Niger Dams Authority powerhouse at Kainji.

The doors should have a 24′ by 20′ clearance with a light metal frame of sufficient strength to withstand weight and wind pressure of 80 km/h. Frames at both sides are to be of sheeting of flattened steelplate 2 mm thickness or of light metal sheets of 4 mm thickness. Each door should consist of two leaves, steered electrically and by handpower, and should incorporate a horizontally sliding door (to be locked) of 8′ by 4′ clearance. The doors are to be installed with an airtight floor connection but no sill. If steelplate sheeting is used, the doors should be sandblasted and sprayed with zinc. Manufacturer's drawings of proposed doors will require approval by the joint consultants.

Write: Niger Dams Project, Joint Consultant's Office, P.O. Box 1288, Lagos, Nigeria.

Bidders must state prices (excluding painting), delivery date, past experience, present products range, and submit bids in triplicate to The Netherlands Office, The Joint Consultants, Niger Dams Project, P.O. Box 151, Nijmegen, the Netherlands, referring to Equipment Supply Notification No. 2.

Pipe work prequalification bids requested by Colombia

John Miles & Partners (London) Ltd., consulting engineers on the Steelworks at Belencito, Colombia, South America, are inviting contractors' prequalification data for the supply and erection of pipe-work for this steel mill. It is located 2,500 feet above sea level.

Prequalification bids should include photographs, illustrations and drawings of previously installed steel work. All foreign country erection experience should be detailed.

Write: John Miles & Partners (London) Ltd., Wettern House, Dingwall Road, Croydon, Surrey, England.

Firms located in the U.S. can obtain a copy of "Pre-Qualification Specification No. 136 for Plant Services" on a short term loan basis from the Building Materials & Construction Industries Division, Rm. 4014, BDSA-6460, Department of Commerce, Washington, D.C. 20230. Telephone: 202 967-3601.

E. Pakistan announces air conditioning tender

The Government of East Pakistan, Eastern Estate Bldg., 48 Motijheel Commercial Area, Dacca-2, has announced a tender for central air conditioning of four buildings in Dacca and Rawlpindi. The East Pakistan Industrial Corp. will handle details of the tender.

Bidders will be responsible for installation of the equipment as well as its supply.

Bid deadline for tender No. S-10/538(64-65) is April 19.

For additional information contact the GIE & C Division, BDSA-6320, Department of Commerce, Washington, D.C. 20230. Telephone 202-WO 7-5589.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classifications. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any resultant trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

- ● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.
- ★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, DBSA-6192, Department of Commerce, Washington, D.C. 20230. The T.M. (trade mission) number is requested in correspondence. Requests for loan material should specify country and T.M. number.
- **WTD** indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Bureau of International Commerce, BIC-8120, Department of Commerce, Rm. 6059 B. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report.

Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated. Approximate foreign tariff rates and customs applicable to the products listed below may be obtained from the Department of Commerce or the Department of Commerce field offices.

011 Field Crop Farms

KOREA—Wheat and barley. Direct purchase and agency. Chunusa Co., Ltd. (importer, exporter), IPO Box 1330, Seoul. WTD 2/1/64.

NETHERLANDS—Feed grains, especially yellow corn, yellow grain, sorghum, oats, barley. N. V. Handelmaatschappij Jean Delvaux (importer, wholesaler, exporter, transit trader), 27 Posthoornstraat, or P.O. Box 20, Rotterdam-1. WTD 2/5/65.

201 Meat Products

FINLAND—Canned meat products, preparations; requests descriptive literature, price lists, terms. Oy Provag Ab (importers, ship chandlers), Etelarantatie 10 A, Helsinki. WTD 2/15/65.

FRANCE—Horse meat, by-products; sausages. Direct purchase and agency. Francois et Compagnie (importer, dealer), 98 Rue Claude-Decaen, Paris 12. WTD 12/17/64.

Deep frozen meat offals. Direct purchase and agency. Societe Promodif (importer, dealer), 48 Rue Vivienne, Paris 2. WTD 10/23/64.

Frozen meat offals. Societe Intersud (importer, dealer), 40 Rue Westermayer, Ivry-sur-Seine (Seine). WTD 11/12/64.

PORTUGAL—Salted hog sausage casings; importer, exporter, wholesaler, manufacturer requests replies from producers and/or exporters. Domingos da Silva Santos, Lda., Sucr., 196 Rua de Vera Cruz, Oporto. WTD 2/11/65.

202 Dairy Products

JAPAN—Processed butter oil. I. Tannaka & Co., Ltd. (importer/exporter), Nishitani Bldg., 30 Minami-horiedori 1-chome, Nishi Ku, Osaka. WTD 2/8/65.

203 Canning, Preserving Foods

FINLAND—Canned fruits, vegetables, sea foods, specialty foods, juices, jams, related items; requests descriptive literature, price

lists, terms. Oy Provag Ab (importers, ship chandlers), Etelarantatie 10 A, Helsinki. WTD 2/15/65.

FRANCE—Frozen fish; other sea food; canned fish, shrimps, oysters, clams, crabs—frozen; dried fruits: apricots, peaches, prunes. Societe Intersud (importer, dealer), 40 Rue Westermayer, Ivry-sur-Seine (Seine). WTD 11/12/64.

Frozen fish, shrimps, other sea foods. Direct purchase and agency. Societe Promodif (importer, dealer), 48 Rue Vivienne, Paris 2. WTD 10/23/64.

YEMEN ARAB REPUBLIC—Canned: fruits, fruit juices, vegetables, first quality. Importer, retailer, manufacturer's representative requests replies from manufacturers, with price quotations c.i.f. Hodeida. Quantities will be stated upon receipt of inquiry. Direct purchase and agency. Yemen Trading & Shipping Co., P.O. Box 585, Hodeida. WTD 1/14/65.

207 Confectionery

FINLAND—Candied fruits in tins, salted nuts, candies, other confections, related items; requests descriptive literature, price lists, terms. Oy Provag Ab (importers, ship chandlers), Etelarantatie 10 A, Helsinki. WTD 2/15/65.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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209 Food Preparations

FINLAND—Roasted coffee, canned or packaged; well-known brand only will be considered; requests descriptive literature, price lists, terms. Oy Provag Ab (importers, ship chandlers), Etelarantatie 10 A, Helsinki. WTD 2/15/65.

NETHERLANDS—Oilcakes, especially linseed and cottonseed extractions/pellets, soybean meal, alfalfa pellets. N. V. Handelmaatschappij Jean Delvaux (importer, wholesaler, exporter, transit trader), 27 Posthoornstraat, or P.O. Box 20, Rotterdam-1. WTD 2/5/65.

220 Textile Mill Products

FINLAND—Furniture upholstery fabrics, all types, requests descriptive literature, price lists, samples. Te-Ma Oy (importers, wholesalers), Keskuskatu 7, Helsinki. WTD 2/9/65.

SWEDEN—Medium-priced fabrics, all types, for women's blouses. Brunnsnas Damkonfektion (manufacturer), Ulricehamn. WTD 2/11/65.

221 Broad Woven Fabric Mills, Cotton

FRANCE—Jersey foamback fabrics; rainproof cotton fabrics. Societe Univet (manufacturer), 117/123 Rue de l'Angeviniere, Le Mans (Sarthe). WTD 12/16/64.

Cotton fabrics for men's, women's, children's garments. Societe Peroche (manufacturer), 25 Rue Henri Monnier, Paris 9. WTD 12/15/64.

● **RWANDA**—Fabric, cotton or spun rayon, drill in khaki, black, white; U.S. style, printed; total purchase about $1 million, at $.50 per meter f.o.b. Mombasa (Kenya). Tender No. 2/65/FIN, bid deadline March 15. Direction Generale du Commerce Exterieur, Ministere des Finances, B. P. 158, Kigali, Rwanda. (Eastern Africa).★ (Telephone: 202-WO 7-5238).

223 Broad Woven Fabric Mills, Wool

FRANCE—Woolen and mohair fabrics for women's, men's, children's garments. Societe Peroche (manufacturer), 25 Rue Henri Monnier, Paris 9. WTD 12/15/64.

224 Narrow Fabrics, Other Smallwares Mills

SWEDEN—Narrow textile fabrics, medium priced, for use in manufacturing women's blouses. Blidsbergs Syfabrik Eftr., Blidsberg. WTD 2/5/65.

227 Floor Covering Mills, Products

FINLAND—Carpeting, fiber or wool manufacture; requests descriptive literature, price lists, samples. Te-Ma Oy (importers, wholesalers), Keskuskatu 7, Helsinki. WTD 2/9/65.

229 Textile Goods

FRANCE—Imitation leather fabrics with plastic coating. Societe Univet (manufacturer), 117/123 Rue de l'Angeviniere, Le Mans (Sarthe). WTD 12/16/64.

232 Men's, Youths', Boys' Furnishings

FRANCE—Men's shirts, all types. Direct purchase and agency. Office General de Commission Importation & Exportation (importer, commission merchant), 6 Rue Saint-Didier, Paris 16. WTD 12/16/64.

SWEDEN—All kinds of beach and sports wear for men. Carl Axel Petterssons AB (importer, retailer, tailor), Kungsgatan 52, Stockholm. WTD 2/9/65.

234 Women's, Misses', Children's Under Garments

FRANCE—Women's underwear, nightwear. Direct purchase and agency. Office General de Commission Importation & Exportation (importer, commission merchant), 6 Rue Saint-Didier, Paris 16. WTD 12/16/64.

238 Apparel, Accessories

FRANCE—Raincoats, garments for winter sports; garments for other sports; leather garments. Direct purchase and agency. Societe Parisienne d'Articles et Vetements Sports (manufacturer, dealer), 16 Rue du Faubourg St. Denis, Paris 10. WTD 12/18/64.

239 Fabricated Textile Products

FINLAND—Window curtains, all types of materials; requests descriptive literature, price lists, samples. Te-Ma Oy (importers, wholesalers), Keskuskatu 7, Helsinki. WTD 2/9/65.

242 Sawmills, Planing Mills

FRANCE—Lumber; importing wholesaler interested in Douglas fir from West Coast: quality, clear and better; 2" thick; 6" or more wide, with approx. 10% in 4" width; 8' long. Marin Braun S. A., 2 Rue de la Minoterie, Strasbourg-Port du Rhin, Bas-Rhin. WTD 2/5/65.

252 Office Furniture

FRANCE—Metal office furniture. Societe de Diffusion Mazal (retailer), 3 Rue Jacques Coeur, Paris 4. WTD 12/7/64.

262 Paper Mills, Products

● **IRAN**—180 tons colored paped in sheets 72 x 90 cm; 150 tons white, 80 gms per sq. meter, 15 tons each of light pink and light blue, 60 gms per sq. meter; in bales weighing 150 to 200 kgs. Bid deadline May 9. Iranian Tobacco Monopoly, Tehran.★ (Telephone: 202-WO 7-3534).

263 Paperboard Mills, Products

● **IRAN**—420 tons cardboard in sheets at 150-200 kgs per bale; 220 tons duplex cardboard, basis weight 425 gms per sq. meter with 200 tons of 50 x 72 cm and 20 tons of 50 x 100 cm; 200 tons triplex cardboard one side glazed. Bid deadline May 8, Iranian Tobacco Monopoly, Tehran.★ (Telephone: 202-WO 7-3534).

264 Converted Paper, Paperboard Products

● **TURKEY**—75,000 rolls of perforator and reperforator tape, white or yellow, in lengths of 200 m. or longer with width of 17.4-17.6 mm. and 0.09 mm thickness; rolls with outer diameter of 185 mm and core size 56 mm outside diameter and 51 mm inside diameter of hard cardboard or plastic. Bid deadline April 16. General Directorate of PTT, Supply & Procurement Dept.; PTT Genel Murdurlugu, Malzeme Dairese Baskanligi, Ankara. Specifications, terms and conditions available from Modern Tercume Burosu, Meneske Sokak No. 20/7, Kizilay, Ankara, for TL 50 (TL9 = $1) per copy.

273 Books

GERMANY—Text books, all subjects, in English, as utilized in U.S. universities. Requests replies from publishers or universities only, quotations c.i.f. European ports. Brockmeyer oHG (retailer, wholesaler, importer), 1-3 Viktoriastr., Am Rathaus, 463 Bochum. WTD 2/3/65.

277 Greeting Card Manufacturing

FINLAND—Greeting cards, all types; requests descriptive literature or samples, price lists, credit terms if available. M. K. Rekola Oy (importers), Lounaisvayla 2, Helsinki. WTD 2/11/65.

281 Industrial Chemicals

FRANCE—Fine chemicals for laboratories. Guichard, Chatenay & Cie. (wholesaler), 26 Rue vignon, Paris 8. WTD 11/25/64.

Fusel oil. Direct purchase and agency. Compagnie Franco-Italienne de Produits Chimiques (importer, commission merchant), 3 Rue Vignon, Paris 8. WTD 11/25/64.

GERMANY—Chemicals for use in manufacturing plastic and rubber products; chemicals for varnish producing industry. Requests replies from manufacturers only; f.o.b. or c.i.f. Direct purchase and agency. Ferrostaal Import-Export GmbH (wholesaler, agent, importer, exporter), 3-5 Heinrichstr., 43 Essen. WTD 12/10/64.

282 Synthetic Materials

ECUADOR—Polyvinyl chloride resins; plasticizers; compounds; pigments for use in preparing vinyl plastic coating for textiles, paper, upholstery, covering materials. Requests replies in Spanish, catalogs, prices c.i.f. Guaya-

quil. Astra C. A. de Comercio y Construcciones (manufacturer), P.O. Box 3071, Quito. WTD 2/15/65.

MOROCCO—PVC resin in powder, PVC granulated and polyethylene granules; plasticizers and stabilizing ingredients, all kinds. Requests correspondence in French. Quotations Casablanca. Arbah Plastique (manufacturer), 81 Rue du Mont Cinto, Casablanca. WTD 2/9/65.

284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics

FRANCE—Synthetic organic detergents; inorganic alkaline detergents. Comptoir de l'Entente des Blanchisseurs Teinturiers Nettoyeurs (dealer), 88 Rue Jordaens, Lille (Nord). WTD 12/7/64.

Degreasing solvents for dry-cleaning industry. Les Teintureries Modernes (dyer), 72 Rue Louis Delos, Marcq-en-Baroeul (Nord). WTD 11/20/64.

285 Paints, Varnishes, Lacquers, Enamels

GERMANY—Paints, varnishes, all kinds. Requests replies from manufacturers only, quotations c.i.f. European ports. Direct purchase and agency. Ferrostaal Import-Export GmbH, 3-5 Heinrichstr., 43 Essen. WTD 12/10/64.

287 Agricultural Chemicals

GERMANY—Fertilizers, fertilizer materials. Requests replies from manufacturers only, quotations c.i.f. European ports. Direct purchase and agency. Ferrostaal Import-Export GmbH (wholesaler, agent, importer, exporter), 3-5 Heinrichstr., 43 Essen. WTD 12/10/64.

289 Miscellaneous Chemical Products

SWEDEN—Insulating material against heat and cold for industrial purposes. Direct purchase and agency. AB Trimmer (importer, exporter, wholesaler, sales agent), Odengatan 40, Stockholm. WTD 2/3/65.

306 Fabricated Rubber Products

● **BURMA**—V-Belts, 94,000; laminated V-belts, 176,000, various sizes. Tender No. 99/Machy:/G-4/64-65, bid deadline March 30. Government of the Union of Burma, People's Stores Corp., Machinery, Equipment, Tools & Spares Division, No. 228/240 Strand Rd., Rangoon.★ (Telephone: 202-WO 7-3381).

307 Miscellaneous Plastic Products

FRANCE—Decorated polyester trays. Societe G. P. Muller & Cie. (manufacturer), Le Mullerhof, Urmatt (Bas-Rhin). WTD 12/23/64.

319 Leathers, Goods

FRANCE—Leather novelties, de luxe items. Societe Guy Laurent (dealer), 7 Rue de la Perle, Bron (Rhone). WTD 12/15/64.

322 Glass, Glassware

FRANCE—Tableware, glass ornamental types; de luxe items. Societe Guy Laurent (dealer), 7 Rue de la Perle, Bron (Rhone). WTD 12/15/64.

326 Pottery, Related Products

FRANCE—Household tableware, china or earthenware, decorated or plain; de luxe items. Societe Guy Laurent (dealer), 7 Rue de la Perle, Bron (Rhone). WTD 12/15/64.

GERMANY—Florists' pottery and earthenware, all kinds; importing distributor requests replies in German from manufacturers only, quotations c.i.f. German or Dutch ports. Franz Schmitz, 66 Himmelgeister Landstr., 4 Duesseldorf. WTD 2/4/65.

● **SUDAN**—Supply of 1,000 tension insulator sets; 4,000 pin insulators; 7,500 insulator pins; 70,000 shackle insulators; 20,000 sets of steel "D" irons. Tender No. CEWA/E/278/65, bid deadline March 17. Central Electricity & Water Administration (Republic of the Sudan), P.O. Box No. 1380, Khartoum.★ (Telephone: 202-WO 7-4242).

327 Concrete, Gypsum, Plaster Products

NETHERLANDS—Building materials for lining or covering floors, walls, facades, ceilings, such as tiles, all types, except for interior decoration. Requests replies from manufacturers only, with descriptions of products. Direct purchase and agency. Houben Import-Export, 10 Matt. Wijnandsstraat, Maastricht. WTD 2/5/65.

330 Primary Metal Industries

GERMANY—Special metals for use in construction of atom-reactors and airplanes: zirconium, titanium, beryllium. Nonferrous metals in ingot form: copper, zinc, lead, tin, and their alloys. Requests replies from manufacturers only, quotations f.o.b./c.i.f. basis. Direct purchase and agency. Ferrostaal Import-Export GmbH (wholesaler, agent, importer, exporter), 3-5 Heinrichstr., 43 Essen. WTD 12/10/64.

331 Steel Mill Products

FRANCE—Hexagonal steel bars, 3" wide. Societe Miniere et Commerciale (importer), 21 Rue de Teheran, Paris 8. WTD 10/17/64.

334 Secondary Smelting, Refining of Nonferrous Metals, Alloys

FRANCE—Special alloys for soldering (electrodes, rods, powder, hard-soldering). Direct purchase and agency. Etablissements Chpolansky (importer, agent), 37 Avenue Franklin D. Roosevelt, Paris 8. WTD 12/8/64.

335 Rolling, Drawing, Extruding of Nonferrous Metals

● **THAILAND**—Aluminum foil-solid backed 3,500 reels. Tender No. 8/2508, bid deadline March 18. Thailand Tobacco Monopoly, 184 Rama IV Rd., Bangkok.★ (Telephone: 202-WO 7-2181).

342 Cutlery, Hand Tools, General Hardware

FRANCE—Clamps, other metal fasteners, bolts and nuts, special wrenches, power tools, for aircraft. Direct purchase and agency. Etablissements Beinisch (importer), 50 Avenue Edward Vaillant, Boulogne-Billancourt (Seine). WTD 6/24/64.

343 Heating Apparatus, Plumbing Fixtures

SWEDEN—Small water-purifying filters for households. Direct purchase and agency. Ingeniorsfirman Filterteknik AB (importer, manufacturer, sales agent), P.O. Box 12039, Uppsala 12. WTD 2/1/65.

344 Fabricated Structural Metal Products

FRANCE—Boiler accessories. Direct purchase and agency. Etablissements Chpolansky (importer, agent), 37 Avenue Franklin D. Roosevelt, Paris 8. WTD 12/8/64.

Adjustable type vertical louvers. Direct purchase and agency. Etilam-Gravigny (manufacturer), Quai de la Sambre, Jeumont (Nord). WTD 12/24/64.

346 Metal Stampings

FRANCE—Kitchen tools, gadgets, new types. Societe de Diffusion Mazal (retailer), 3 Rue Jacques Coeur, Paris 4. WTD 12/7/64.

349 Miscellaneous Fabricated Metal Products

FRANCE—Metal novelties and specialties. Direct purchase and agency. Societe Promodif (importer, dealer), 48 Rue Vivienne, Paris 2. WTD 10/23/64.

Pipe fittings, flanges for oil industry: copper, stainless steel, monel. Direct purchase and agency. Societe Vamaco (importer, agent), 8 Blvd. Magenta, Paris 10. WTD 12/17/64.

● **IRAN**—28,500 bobbins paper backed aluminum foils; 1,000 meters length per bobbin with cardboard cores of 58 mm diameter, in varying widths of 94, 100, 102, 117 mm; aluminum foil at 20 grams per square meter, with paper backings of 30 and 50 grams per square meter. Bid deadline May 15 Iranian Tobacco Monopoly, Tehran.★ (Telephone: 202-WO 7-3534).

351 Engines, Turbines

● **BURMA**—One single cylinder horizontal medium stroke steam engine, 60 hp., 15" x 18", complete with valve, flywheel, spare parts. Bid No. 376/9Mach-23/G-(64-65), bid deadline March 26. The Revolutionary Government of the Union of Burma, Socialist Economy Construction Committee Corp. No. 23, Machinery, Equipment, Tools & Spares, No. 228-240 Strand Rd., Rangoon.★ (Telephone: 202-WO 7-4242).

352 Farm Machinery

● **BURMA**—Six 3-furrow mounted disc plows, 4 sets mounted harrow plows cat: II 24" outaway disc with 9" spacing, 5—4 wheel tractor trailers cap. 3½-4 tons, and 5 sets tractor mounted rotary blade harrows cat: II double drum & blades. Tender No. 7/MACH-23/G-1(64-65), bid deadline April 15. Secretary (4), Socialist Economy Construction Committee (Central) c/o Foreign Office, Rangoon.★ (Telephone: 202-WO 7-4319).

FINLAND—Milking machinery, especially pipe line milkers for small herds; requests descriptive literature, price lists. H. A. Elfving Ab (importers, commission agents), Kumpulantie 3 C, Helsinki. WTD 2/10/65.

353 Construction, Mining, Materials Handling Machinery, Equipment

● **GREECE**—15 diesel powered fork lift trucks; lifting capacity, 2 or 3 tons. Tender No. F. 104/667, bid deadline March 19. Free Zone & Port of Thessalonika, Technical Services Directorate Dept. of Mechanology, Free Port Area, Thessaloniki.★ (Telephone: 202-WO 7-5589).

354 Metalworking Machinery, Equipment

FRANCE—Machine tools, metal forming type; special tools and fixtures for use with such machine tools. S. A. Promeca (importer, dealer), 27 Rue Saint-Ferdinand, Paris 17. WTD 10/20/64.

★★ GREECE—Trade Mission

Equipment to establish steel plate processing plant for manufacture of door frames, drain pipes, gutters; power shears for sheets from 22 to 8 gage; cut-off saws for all shapes of bars; torch equipment to cut off I-beams, circles from steel plate. Sideros Ltd. (distributor), Platia Assomaton 7, Athens. WTD 2/8/65. TM 54.

355 Special Industry Machinery

ECUADOR—Machinery for imprinting designs on polyvinyl chloride surfaced materials, 1.60 meters wide; electrically heated; production capacity 500-1,000 yd. per 8 hr. Machinery for manufacturing vinyl tile. Machinery for production of foam plastic materials. Requests replies in Spanish, catalogs, prices c.i.f. Guayaquil. Astra C. A. de Comercio y Construcciones (manufacturer), P.O. Box 3071, Quito. WTD 2/15/65.

FRANCE—Plastics working machinery. S. A. Promeca (importer, dealer), 27 Rue Saint-Ferdinand, Paris 17. WTD 10/20/64.

GERMANY—Machines for making soft ice cream. Direct purchase or agency. Requests replies in German, quotations c.i.f. German port. Kuehl- und Tiefkuehl-Technik GmbH. (importer, wholesaler), 14 Feuerbachstrasse, 6 Frankfurt am Main. WTD 2/12/65.

Porcelain thread guides for textile machinery, porcelain weaving shuttle accessories. Importing distributor requests replies from manufacturers only, quotations c.i.f. German or Dutch ports. Walter vom Stein, 20 Dabringhauser Str., 5678 Wermelskirchen. WTD 2/9/65.

MOROCCO—Plastic processing machinery such as injection presses, injection molding machines, slubbing machines (French term: boudineuses). Requests replies in French; quotations Casablanca. Arbah Plastique (manufacturer), 81 Rue du Mont Cinto, Casablanca. WTD 2/9/65.

● **URUGUAY**—One milk processing plant for production of yogurt, including homogenizer, vibrator tanks, filling and capping machine. Bid deadline April 30, tender No. 123. Cooperative Nacional de Productores de Leche, Departamento de Compras Generales, Calle Nueva York 1630, Montevideo.★ (Telephone: 202-WO 7-5589).

YEMEN ARAB REPUBLIC—Complete equipment for soft-drink bottling plant to be located in Taiz, Yemen Arab Republic. Desires normal franchise arrangement with major U.S. soft drink producer for country-wide product sales and distribution; direct purchase and agency. Al Ikhwa Engineering & Contracting Co., c/o Al Ikhwa Hotel, Hodeida. WTD 1/14/65.

356 General Industrial Machinery and Equipment

● **BURMA**—One 200 cu. ft. per minute diesel driven, portable air compressor and one each 50, 100, 150, 200 liter per minute under ground water pumps. Tender No. 13/Mach: 23/G-1(64-65), bid deadline March 30. The Secretary (4), Socialist Economy Construction Committee (Central), c/o Foreign Office, Prome Rd., Rangoon.★ (Telephone: 202-WO 7-5589).

NETHERLANDS—Gas appliances suitable for natural gas, LPG, ammonia, all types, especially natural gas-fired valves for higher capacities and pressures. Direct purchase and/or agency. Requests replies, quotations, brochures from manufacturers only. N. V. Progas Technisch Bureau & Installatiebedrijf (importer, wholesaler, manufacturer, exporter, agent), 81 Gustoweg, Schiedam. WTD 2/5/65.

YEMEN ARAB REPUBLIC—Water pumps, light and medium duty; importer, retailer interested in brochures, specifications, price quotations c.i.f. Hodeida for electric and gasoline or diesel-powered pumps for agricultural and drinking water wells. Direct purchase and/or agency. Al-Haj Hussein Ali al-Watari & Brother Co., Al Watari Bldg., Liberation Square, Sanaa. WTD 1/18/65.

357 Office, Computing, Accounting Machines

● **ARGENTINA**—One transistorized digital computer complete with auxiliary equipment. Tender No. 319, bid deadline March 23. Tender terms and specifications in Spanish. Correspondence preferred in Spanish. Direccion de Administracion del Ministerio de Economia, Calle 8 entre 45 y 46, 3rd floor, La Plata, Province of Buenos Aires.★ (Telephone: 202-WO 7-2939).

FRANCE—Computing, accounting machines. Societe de Diffusion Mazal (retailer), 3 Rue Jacques Coeur, Paris 4. WTD 12/7/64.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

358 Service Industry Machines

● **BURMA**—One inert gas generator for hood annealing furnace. Tender No. 6/Mach:23/G-1 (64-65), bid deadline March 24. The Secretary (4), Socialist Economy Construction Committee (Central), c/o Foreign Office, Prome Rd., Rangoon.

FRANCE—Laundry and dry-cleaning machinery for commercial and industrial use. Comptoir de l'Entente des Blanchisseurs Teinturiers Nettoyeurs (dealer), 88 Rue Jordaens, Lille (Nord). WTD 12/7/64.

Laundry and dry-cleaning machinery for commercial and industrial use. Netasec & Blancnet (dealer), 51 Rue Saint-Louis, Longwy-Bas (Meurthe-et-Moselle). WTD 12/7/64.

Laundry and dry-cleaning machinery for commercial and industrial use. Societe d'Exploitation de la Teinturerie Moderne (industrial dyer), 108 Rue de Quinconce, Angers (Maine-et-Loire). WTD 11/25/64.

● **PAKISTAN**—Supply of two washing machines, fully automatic, stainless steel, capacity 225 lb. dry; beltless free-suspension extractors; high pressure heating dryers, load capacity 12-15 kgms.; fully automatic laundry press; exhaust flat work ironer; stretching and spreading device; shaker, capacity 20 kilo wet; stainless steel carriages; marking machines; starch and lye cooker; steam generation boiler; etc. Tender No. S-12/326/64-65, bid deadline March 19. The Director of Supply, Government of East Pakistan, Eastern Estate Bldg., 48 Motijheel Commercial Area, Dacca.★ (Telephone: 202-WO 7-2939).

361 Electric Transmission, Distribution Equipment

FRANCE—Electronic measuring apparatus, such as oscilloscopes, oscillators, signal generators, digital voltmeters, power supply blocks, transfer function analyzers, electronic frequency counters. Societe Prodera (manufacturer, importer), 36 Blvd. de la Bastille, Paris 12. WTD 11/23/64.

Switchgear, circuit breakers, power fuse mountings; similar switchboard apparatus and supplies. Electronic measuring apparatus, such as oscilloscopes, oscillators, signal generators, digital voltmeters, power supply blocks, transfer function analyzers, electronic frequency counters. Direct purchase and agency. Control Equipment (wholesaler), 8 Rue Deguerry, Paris XI. WTD 2/13/65.

GERMANY—Electro-circuit breaker, apparatus; transformers, power distributing, other types. Requests replies from manufacturers only, quotations c.i.f. European ports. Direct purchase and agency. Karl Henneke, Elektro-Maschinen- und Anlagebau (manufacturer), 18 Kleinfeldstr., 41 Duisburg-Hamborn. WTD 2/5/65.

362 Electrical Industrial Apparatus

FRANCE—Automatic control and measuring devices for oil and chemical industries. Direct purchase and agency. Newtec (importer, agent), 11 Rue de l'Avre, Paris XV. WTD 12/15/64.

GERMANY—Motor generator sets and equipment, including welding motor generators for industrial uses. Requests replies from manufacturers only; quotations c.i.f. European ports. Direct purchase and agency. Karl Henneke, Elektro-Maschinen- und Anlagebau (manufacturer), 18 Kleinfeldstr., 41 Duisburg-Hamborn. WTD 2/5/65.

364 Electric Lighting, Wiring Equipment

● **SOUTH AFRICA**—3,245 copper parallel clamps; 2,675 copper feeder clamps for overhead track equipment. Tender No. K.5984, bid deadline March 19. Chairman of the Tender Board, South African Railways, P.O. Box 7784, Johannesburg. Copy of tender documents and specifications available for review only, not for loan, in Rm. 4124, Power & Electrical Equipment Division, BDSA-6430, Department of Commerce, Washington, D.C., 20230. (Telephone: 202-WO 7-4242).

● **SUDAN**—600 cast-iron surface boxes complete with covers, 4 deliveries of 150 in June, Sept., Dec. and March 1966. Tender No. CEWA/W/277/65, bid deadline March 15. Central Electricity & Water Administration, P.O. Box No. 1380, Khartoum.★ (Telephone: 202-WO 7-3601).

366 Communication Equipment

● **IRELAND**—Supply and installation of 12 circuit carrier-on-cable telephone systems. Specification No. 2ML/65, bid deadline March 25. Supply and installation of 120 circuit telephone cable systems. Specification No. 1ML/65, bid deadline March 23. Supply and installation of 4 telephone cable systems. Specification No. 7ML/64, bid deadline April 6. Engineer-in-Chief, Main Lines & Transmission Section, Dept., of Posts & Telegraphs, Leitrim House, The Castle, Dublin 2.★ (Telephone: 202-WO 7-4823).

● **MALAYSIA**—Supply and installation of remote control and telemetering equipment, power line carrier circuits, an automatic telephone system, and accelerated tripping equipment for distance protection on high voltage lines on behalf of the Central Electricity Board. Transmission contract 4, bid deadline April 12. Tenders may be obtained from Preece, Cardew & Rider, 8, 10, & 12 Queen Anne's Gate, London, S.W.1, quoting reference 1431/4. Cost of each copy is $28.

369 Electrical Machinery, Equipment, Supplies

FRANCE—Electrocardiograph and diagnostic apparatus. Ets. Le Goupil & Co. (manufacturer), 30 bis/32 Rue Rottembourg, Paris 12. WTD 11/20/64.

372 Aircraft, Parts

FRANCE—Aircraft parts, auxiliary equipment. Direct purchase and agency. Etablissements Beinisch (importer), 50 Avenue Edward Vaillant, Boulogne-Billancourt (Seine). WTD 6/24/64.

381 Engineering, Laboratory, Scientific, Research Instruments

FINLAND—Drawing instruments, slide rulers, related items; requests descriptive literature, price lists. M. K. Rekola Oy (importers), Lounaisvayla 2, Helsinki. WTD 2/11/65.

FRANCE—Nautical, aeronautical, surveying instruments; instruments for laboratory work and scientific research; mechanical measuring and controlling instruments. Direct purchase and agency. Equipements Industriels (manufacturer, importer), 1 Rue Monticelli, Paris 14. WTD 12/7/64.

● **INDIA**—Two damp heat chambers of following dimensions in centimeters: 100 W x 100 H x 120 D; temperature range from 15° C to 60° C; humidity variable from normal at room temperature to not less than 95% at any temperature up to 60° C. Tender No. AEE/P/CAP/9047, bid deadline March 19. Atomic Energy Establishment Trombay, Mohatta Bldg., 3rd Floor, Palton Rd., Bombay 1.★ (Telephone: 202-WO 7-2939).

● **PAKISTAN**—Supply of laboratory instruments and apparatus including, but not limited to: Spectrophotometer, conductivity bridge, coagulation test apparatus, suction pump, hot air over, microscopes, incubator, centrifuge machine, muffle furnace. Tender No. S-9/171/SCI/64-65, bid deadline March 15. The Director of Supply, Government of East Pakistan, Eastern Estate Bldg., 48 Motijheel Commercial Area, Dacca.★ (Telephone: 202-WO 7-2939).

384 Surgical, Medical, Dental Instruments, Safety Devices

● **BURMA**—Supply of marine type electric horns: 30 horns, 24 v.; 12 horns, 12 v.; 100 life jackets; 100 circular cork, 30", life buoys. Tender No. 43V(64-65)C6T, bid deadline March 28. The Division Manager, Motor Vehicle & Other Transport Equipment Division, People's Stores Corp., c/o Foreign Office, Prome Rd., Rangoon.★ (Telephone: 202-WO 7-2939).

391 Jewelry, Silverware, Plated Ware

FRANCE—Flatware, stainless steel, silver plated, sterling silver; de luxe items. Societe Guy Laurent (dealer), 7 Rue de la Perle, Bron (Rhone). WTD 12/15/64.

394 Toys, Amusement, Sporting Goods

FINLAND—Toys, games, toy sets, models, paper dolls, paper games, related items; requests descriptive literature or samples, price lists. M. K. Rekola Oy (importers), Lounaisvayla 2, Helsinki. WTD 2/11/65.

395 Pens, Pencils, Office, Artists' Materials

FINLAND—Ball point pens, coloring sets, pencils, pencil cases, rulers, other stationery items; requests descriptive literature or samples, price lists, credit terms if available. M. K. Rekola Oy (importers), Lounaisvayla 2, Helsinki. WTD 2/11/65.

Flat rolling mill expansion open to international bids

An international tender, including financing, for the expansion of a flat rolling mill at Chimbote has been announced by the Sociedad Siderurgica de Chimbote S.A., Avda. Tacna 543, Office 112; telephone 83450, cable "Sogesanta," Lima.

The project includes the acquisition of complementary equipment, transport, installation and civil works. Completion time is 20 months.

Bid deadline is May 3.

Information and bid documents (price $111) can be obtained from the Sociedad.

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Phone: 247-0311.

ANCHORAGE, ALASKA, 99501, Rm. 306, Lousac-Sogn Building. Phone: BR 2-9611.

ATLANTA, GA., 30303, 75 Forsyth St., N.W. Phone: 526-6000.

BALTIMORE, MD., 21202, Rm. 305, U.S. Customhouse, Gay and Lombard Sts., Phone: Plaza 2-8460 Ext. 2784.

BIRMINGHAM, ALA., 35203, Title Bldg., 2030 Third Ave., North. Phone: 325-3131.

BOSTON, MASS., 02110, Room 230, 80 Federal St. Phone: CApitol 3-2312.

BUFFALO, N.Y., 14203, 504 Federal Bldg., 117 Ellicott St. Phone: TI 3-4216.

CHARLESTON, S. C., 29401, No. 4 North Atlantic Wharf. Phone: 722-6551.

CHARLESTON, W. VA., 25301, 3002 New Federal Office Bldg., 500 Quarrier St. Phone: 343-6196.

CHEYENNE, WYO., 82001, 207 Majestic Bldg., 16th & Capitol Ave. Phone: 634-2731.

CHICAGO, ILL., 60604, 1486 New Federal Building, 219 South Dearborn St. Phone: 828-4400.

CINCINNATI, OHIO, 45202, 9028 Federal Office Bldg., 550 Main St. Phone: 381-2200.

CLEVELAND, OHIO, 44101, 4th Floor, Federal Reserve Bank Bldg., East 6th St. & Superior Ave. Phone: 241-7900.

DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Phone: Riverside 9-3287.

DENVER, COLO., 80202, 142 New Custom House, 19th & Stout St. Phone: 297-4246.

DES MOINES, IA., 50309, 1216 Paramount Bldg., 509 Grand Avenue, Phone: 284-4222.

DETROIT, MICH., 48226, 445 Federal Bldg. Phone: 226-6088.

GREENSBORO, N. C., 27402, Room 407, U.S. Post Office Bldg. Phone: 273-8234.

HARTFORD, CONN., 06103, 18 Asylum St. Phone: 244-3530.

HONOLULU, HAWAII, 96813, 202 International Savings Bldg., 1022 Bethel St. Phone: 588977.

HOUSTON, TEX., 77002, 5102 Federal Bldg., 515 Rusk Ave. Phone: CA 8-0611.

JACKSONVILLE, FLA., 32202, 512 Greenleaf Bldg., 204 Laura St. Phone: Elgin 4-7111.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Phone: BAltimore 1-7000.

LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Bldg., 1031 S. Broadway. Phone: 688-2833.

MEMPHIS, TENN., 38103, 345 Federal Office Bldg., 167 N. Main St. Phone: 534-3214.

MIAMI, FLA., 33130, Rm. 1628, Federal Office Bldg., 51 S.W. 1st Ave. Phone: 350-5267.

MILWAUKEE, WIS., 53203, Straus Bldg., 238 W. Wisconsin Ave. Phone: BR 2-5600.

MINNEAPOLIS, MINN., 55401, Room 304, Federal Bldg., 110 S. Fourth St. Phone: 334-2133.

NEW ORLEANS, LA., 70130, 909 Federal Office Bldg., (South) 610 South St. Phone: 527-6546.

NEW YORK, N.Y., 10001, 61st Fl., Empire State Bldg., 350 Fifth Ave. Phone: LOngacre 3-3377.

PHILADELPHIA, PA., 19107, Jefferson Bldg., 1015 Chestnut St. Phone: 597-2850.

PHOENIX, ARIZ., 85025, New Federal Bldg., 230 N. First Ave. Phone: 261-3285.

PITTSBURGH, PA., 15219, Room 2201, Federal Bldg., 1000 Liberty Ave. Phone: 644-2850.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S. W. Morrison St. Phone: 226-3361.

RENO, NEV., 89502, 1479 Wells Ave. Phone: FA 2-7133.

RICHMOND, VA., 23240, 2105 Federal Bldg., 400 North 8th St. Phone: 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Bldg., 1520 Market St. Phone: MAin 2-4243.

SALT LAKE CITY, UTAH, 84111, 3235 Federal Bldg., 125 So. State St. Phone: 524-5116.

SAN FRANCISCO, CALIF., 94102, Room 9453, Federal Building, 450 Golden Gate Ave. Phone: 556-5868.

SANTURCE, PUERTO RICO, 00907, Room 628, 605 Condado Ave. Phone: 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St. Phone 232-4321.

SEATTLE, WASH., 98104, 809 Federal Office Bldg., 909 First Ave. Phone: MUtual 2-3300.

399 Manufacturing Industries

FINLAND—Hair driers for household use, must be for 220 v., 50 cycle a.c.; requests descriptive literature, price lists; direct purchase or agency. Marttinen Oy (manufacturers, exporters, importers, distributors), Lonnrotinkatu 4, Helsinki. WTD 12/11/64.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

New Trade Lists

The Bureau of International Commerce has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from BIC-8120, Department of Commerce, Washington, D. C., 20230, and from Department of Commerce Field Offices. The price is $1 a list for each country.

Most of these lists are prefaced by a brief review of basic trade and industry data collected in making the compilations. All are dated February unless marked otherwise.

Book, Magazine and Periodical Importers and Dealers—Mexico.

Book, Magazine and Periodical Importers and Dealers—Pakistan, Jan. '65.

Business Firms—Republic of Congo (Brazzaville), Jan. '65.

Dental Supply Houses—El Salvador.

Electronic Equipment, Electron Tubes, and other Electronic Components and Accessories Importers, Dealers and Manufacturers—Bolivia.

Furniture Manufacturers—Costa Rica, Jan. '65.

Instruments, Medical, Surgical, Hospital, Scientific and Process Importers, Dealers and Manufacturers—Belgium, Jan. '65.

Machine Tools, Dies, other Metalworking Machinery, and Industrial Furnaces Importers and Dealers—Nicaragua.

Machine Tools, Dies, other Metalworking Machinery, and Industrial Furnaces Importers and Dealers—Pakistan, Jan. '65.

Machine Tools, Dies, other Metalworking Machinery, and Industrial Furnaces Importers and Dealers—Spain.

Machinery, Equipment and Supplies, Electrical Importers and Distributors—Switzerland.

Machinery and Equipment, Except Electrical Importers and Distributors—Austria, Jan. '65.

Machinery and Equipment, Except Electrical Importers and Distributors—Hong Kong.

Machinery and Equipment, Except Electrical Importers and Distributors—Spain.

Machinery and Equipment, Farm Importers, Dealers and Manufacturers—Spain.
Metallurgical and Metal Working Plants —Uruguay.
Mining Companies and Exporters of Ores —India.
Mining Companies and Exporters of Ores—Mexico.
Musical Instruments Importers and Dealers —Netherlands Antilles.
Office Supplies and Equipment, Paper and Stationery Importers and Dealers—Italy.
Provisions Importers and Dealers—Lebanon.
Pulp and Paper Mills—Brazil.
Sporting Goods, Toys and Games Importers and Dealers—Tunisia.
Vending Machines Importers and Dealers—Philippines, no charge.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

203 Canning, Preserving Foods

SWEDEN—Importer, wholesaler, sales agent seeks on sole agency basis a competitive producer or exporter of concentrated citrus juices (orange juice 60, 65, 72 or 77° Brix, hot packed) and Freeze dried orange juice. Interested in glucose, dextrose, sweetrose, other sweetening agents. Requires canned goods for direct consumption; supplier must be extremely competitive. Allto-Import, A. Larsson, Tulegatan 48, Sundbyberg. WTD 2/9/65.

220 Textile Goods

SWEDEN—Textile piece goods in wool, cotton, synthetic materials, for manufacturing women's, men's, children's clothing. Nyheter i Textil (importer, sales agent), Siljansvagen 45, Johanneshov. WTD 2/10/65.

221 Broad Woven Fabric Mills, Cotton

FRANCE—Craftsmen's products, especially cotton tablecloths. Societe d'Encouragement de l'Artisanat (retailer), 31 Rue de l'Universite, Paris 7. WTD 12/15/64.

223 Broad Woven Fabric Mills, Wool

BELGIUM—Woolen fabrics for men's and women's outergarments. Etablissements Alrow (manufacturer), 39-39a Rue du Marche, Brussels. WTD 2/5/65.

225 Knitting Mills, Products

BELGIUM—Shirts, athletic and T, cotton knit, men's and boys'. Etablissements Alrow (manufacturer), 39-39a Rue du Marche, Brussels. WTD 2/5/65.

231 Men's, Youths', Boys' Suits, Coats, Overcoats

BELGIUM—Men's suits of wool and synthetic blends and synthetics. Etablissements Alrow (manufacturer), 39-39a Rue du Marche, Brussels. WTD 2/5/65.

232 Men's, Youths', Boys' Furnishings

BELGIUM—Shorts, cotton knit briefs for men and boys. Etablissements Alrow (manufacturer), 39-39a Rue du Marche, Brussels. WTD 2/5/65.

234 Women's, Misses', Children's, Infants' Under Garments

GERMANY—Foundation garments of high quality; requests replies in German from manufacturers only, quotations c.i.f. German or Dutch ports. Gerhard Springer (manufacturers' agent), 34 Bahnhofstr., 4049 Wevelinghoven. WTD 2/3/65.

238 Apparel, Accessories

BELGIUM—Raincoats, men's. Etablissements Alrow (manufacturer), 39-39a Rue du Marche, Brussels. WTD 2/5/65.

242 Sawmills, Planing Mills

FRANCE—Sawn lumber: Douglas fir; spruce. Juliard & Compagnie (importer), 24 Rue Turgot, Paris 9. WTD 11/13/64.

243 Millwork, Veneer, Plywood, Prefabricated Structural Wood Products

FINLAND—Sauna baths, complete units, sauna accessories. Write for full details, descriptive literature. Metex Corp. (manufacturers' cooperative), Ruoholahdenkatu 4, P.O. Box 156, Helsinki. WTD 2/8/65.

301 Tires, Inner Tubes

FRANCE—Automobile tires and tubes. Unicomer (importer, agent), 96 Avenue de Suffren, Paris 15. WTD 10/22/64.

322 Glass, Glassware

FRANCE—Craftsmen's products, especially handmade glassware. Societe d'Encouragement de l'Artisanat (retailer), 31 Rue de l'Universite, Paris 7. WTD 12/15/64.

326 Pottery, Related Products

FRANCE—Craftsmen's products, especially handmade ceramics. Societe d'Encouragement de l'Artisanat (retailer), 31 Rue de l'Universite, Paris 7. WTD 12/14/64.

343 Heating Apparatus, Plumbing Fixtures

NETHERLANDS—Automatic apparatus for gas installations. Exclusive agency. Requests replies from manufacturers only. N. V. Internationale Handelsonderneming "ITHO"-Schiedam (importer, manufacturer, exporter, agent), 36 Westvest, Schiedam. WTD 2/5/65.

353 Construction, Mining, Materials Handling Machinery, Equipment

FRANCE—Drilling equipment for mining. Lindqvist & Co. (sales agent), 32 Avenue de l'Opera, Paris 2. WTD 12/1/64.

354 Metalworking Machinery, Equipment

AUSTRALIA—Tube expanders, tube maintenance equipment. Industrial Controls Pty. Ltd. (importer, wholesaler, commission merchant), 600-604 Parramatta Rd., Petersham, N.S.W. WTD 2/28/64.

356 General Industrial Machinery

SWEDEN—Multicylinder piston vacuum pumps. Kemostal AB (sales agent), Stampgatan 38, Goteborg C. WTD 2/12/65.

358 Service Industry Machines

FRANCE—Laundry and dry-cleaning machinery for commercial use. Societe R. Langlois (laundry, dyeing establishment), 63 Rue de Colombes, Courbevoie (Seine). WTD 11/19/64.

Commercial and household refrigerators. Unicomer (importer, agent), 96 Avenue de Suffren, Paris 15. WTD 10/22/64.

363 Household Appliances

FRANCE—Electric fans. Unicomer (importer, agent), 96 Avenue de Suffren, Paris 15. WTD 10/22/64.

386 Photographic Equipment, Supplies

IRAN—Reproduction cameras for offset printing. Morteza Nouriani (importer), 171 Nasser-Khosrow St., Tehran. WTD 2/13/65.

394 Toys, Amusement, Sporting Goods

FRANCE—Craftsmen's products, especially dolls made by Indians. Societe d'Encouragement de l'Artisanat (retailer), 31 Rue de l'Universite, Paris 7. WTD 12/15/64.

Visiting Buyers and Officials

AUSTRIA—Gustav A. Steiner, representing Brueder Steiner, Silk Manufacturing Co., Westbahnstrasse 21, Vienna VII. **Interested in textile fabrics of all kinds, also knit fabrics.** Requesting technical information with a view to discussing a **licensing arrangement for manufacturing in Austria.** New date of arrival April 20 for two weeks, with one week in New York, via Kennedy Airport. c/o Kate Perger, 1212 Fifth Ave., New York, N.Y. Itinerary: Washington, D.C. and tentatively to the South. (INTERNATIONAL COMMERCE, Feb. 15, 1965, p. 42).

SOUTH AFRICA—Paul Ferdinand Wilhelm Schulz, representing Peglers, South Africa, Pty., Ltd., Industrial Sites, Lincoln Rd., Benoni, P.O. Box 5097, Benoni South, manufacturer, **interested in meeting several brass products manufacturers and visiting their plants. Requesting technical information on casting, machining, grinding, polishing, nickel and chromium plating.** March 17, from Toronto via Chicago for one week. c/o U.S. Department of Commerce Field Office, 61st Floor, Empire State Bldg., 350 Fifth Ave., New York, N.Y. 10001. Itinerary: Chicago, New York. WTD 2/11/65.

Leads for Importers

Commodities are offered direct unless specified.

208 Beverage Industries

FRANCE—Champagne wines, fine quality. Societe Duval-Leroy & Co. (manufacturer, exporter), 15 Avenue du Marechal Leclerc, Vertus (Marne). WTD 11/18/64.

242 Sawmills, Planing Mills

SWEDEN—Lathe-turned and other finished and semi-finished wood products for furniture; finished specialty items of wood. AB Trimmer (importer, exporter, wholesaler, sales agent), Odengatan 40, Stockholm. WTD 2/3/65.

329 Abrasive, Asbestos, Nonmetallic Mineral Products

KOREA—Talc powder, ground to any specification. Direct sale or through distributors. Quantity available for U.S. market presently limited to 2,000 m.t. per month. Il Shin Industrial Co., Ltd. (manufacturer, exporter, importer), 205-5, 1-ka, Hoehyun-dong, Choong-ku, Seoul. WTD 11/27/63.

355 Special Industry Machinery

GERMANY—Paper forming machine: Buckle folder with feeders. Direct sales and/or agency. Price quotations f.o.b. Hamburg or Bremen; prefers correspondence in German. Herzog & Heymann (manufacturer, exporter), 40 Siechenmarschstrasse or Postfach 3928, 48 Bielefeld. WTD 1/20/65.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

Construction Projects

Reports from overseas on late building and construction

AUSTRALIA—(1 A£ = $2.24). An A£1,750,000 ($4,000,000) contract for construction of a **road tunnel** under extensions of the north-south runway at Kingsford Smith Airport, Sydney, has been awarded to Concrete Constructions Pty. Ltd., according to the Federal Dept. of Works.

Tunnel, designed by the Federal Department of Works, will be constructed under supervision of the Department of Civil Aviation. The 1,240 ft. tunnel will have two roadways each 33′ wide and a clearance of 15′6″. Footways and emergency parking strips are to be included in the structure.

Feasibility studies on possible **natural gas resources and pipe-line projects** with a view to underwriting their construction will be undertaken by the A.M.P. Society, A.N.Z. Bank Ltd., Australian Gas Light Co., Bank of N.S.W., Colonial Mutual Life Assurance Society, Gas & Fuel Corp. of Victoria, I.C.I.A.N.Z. Ltd., National Mutual Life Association of Australia Ltd., and Ord, Minnett, T. J. Thompson & Partners. This group, known as the Australian Natural Gas Development Group, does not have any members actively engaged in the search for oil or gas. Local consortium finance may be considered necessary to maintain the Australian interest in a widening range of mineral developments now emerging in the country.

A number of suggested pipe-line routes will be considered by the group: Mereenie to Sydney, Gilmore to Sydney and Melbourne, Gidgealpa to Adelaide and Port Pirie, Roma to Brisbane and projects linking two or more known gasfields to possible markets. The group has engaged the services of Dr. Charles R. Hetherington, Canadian gas expert who had surveyed Australia's oil and natural gas potential for the Queensland Government. The New York based organization of White, Weld, & Co. has also been retained by the group. The composition of the organization indicates that its main attention will be given to the possibility of natural gas for Sydney and Melbourne. The gas utility companies in Adelaide and Brisbane are not members.

BERMUDA—The Cable & Wireless Co. Ltd. has announced plans to lay a **coaxial cable from Bermuda to Tortola, West Indies,** if permission can be obtained from the governments concerned. The statement said this "will not only provide first class communications between Bermuda and the West Indies islands, but will also provide an alternate route to the U.S. in the event of failure of the existing route to New York." The cable will be 900 miles long and have 35 submerged repeaters.

BRAZIL—The Institute de Acucar e Alcool (IAA) (Government entity controlling Brazilian sugar and alcohol production and distribution) is planning the construction of a **regional repair shop** in the state of Pernambuco which would be operated under the joint ownership of the foreign firm supplying equipment and know-how and the Pernambuco Cooperative of Sugar Mill Owners (Cooperativa dos Usineiros de Pernambuco).

The shop will repair and recondition equipment belonging to the 46 mills in Pernambuco and 30 mills in the neighboring state of Alagoas. The shop is to be equipped to machine, assemble, and repair equipment originating from a number of different sources in Europe, the U.S. and Brazil. The German firm, BMA, and the French firm, Five-Lille, have reportedly entered in contract with the IAA for this project.

CHILE—(100 escudos = $51.81). The World Bank has approved a loan equal to $4.4 million for a group of **electric power projects.** The loan will help finance an increase of power service in three widely separated areas where the Government is carrying out programs to raise production and standards of living. These areas are: Antofagasta (a port in the north), an island off the coast of the south-central region and Punta Arenas (on the Straits of Magellan).

The loan includes funds for two other purposes: **expansion of transmission and distribution facilities** throughout the country and for equipment and services needed to carry out studies for the continuing expansion of power supplies in Chile.

This is the first World Bank loan made in support of the new investment and development program which is designed to provide basic infrastructure, increase copper and other exports and to enlarge agricultural output. At the same time it is hoped that the rate of inflation will be reduced and Government revenues and public savings will be increased. The loan is the fourth in a series, the first of which was made in 1948, for increased electric power supplies in Chile. Previous loans amounting to $61 million have helped to finance new plants with a total generating capacity of 589,000 kw. The loan will be made to Empresa Nacional de Electricidad, S. A. (ENDESA) and Corporacion de Fomento de la Production (CORFO), as co-borrowers. ENDESA, a joint stock company owned almost entirely by CORFO, was established in 1944 to plan electric power development in Chile and to supply power where private companies are not able to meet the demand. CORFO is a government agency responsible for promoting economic development in Chile.

ENDESA sells nearly three-quarters of its plants' output to distributing companies and the remainder directly to large industries. Most of Chile's power demand and the large power installations are concentrated in the central part of the country which contains 91% of the population. ENDESA's estimates of Chile's future power requirements in this region show that additional major generating capacity will be needed by 1970 and it is planning for expansion.

Public supply of electric power in the sparsely populated regions to the north and south is confined to the few cities and towns which are served by isolated systems, mostly without adequate generating capacity. The World Bank loan will be used primarily for the installation of facilities to increase power supplies in these areas, and for an expansion of transmission and distribution facilities everywhere in the country. Main elements of the program are as follows:

A. Addition of a **3,400 kw. hydroelectric unit to increase power supplies in Antofagasta,** an important port, capital of a province rich in mineral resources and site of newly established industries.

B. Installation of a **5,000 kw. gas turbine in Punta Arenas,** largest town in extreme south of Chile, where the development of oil resources in recent years has increased the level of economic activity in the region. A **62-mile pipeline** will be built to convey gas to the power plant and to other industries which the Government plans to establish.

C. Installation of a **submarine cable to connect the power system on the Island of Chiloe with that on the mainland.** The Government intends to assist the development of small industry to improve living standards on the island and additional power will be required for this purpose.

D. Works to be carried out during the first year of a three-year program to expand **transmission and distribution facilities** throughout Chile.

E. **Services of consultants** to assist in the use of new imported equipment and in other improvements to ENDESA's administrative and accounting procedures, and to enable ENDESA to investigate potential sites for future power expansion.

Total cost of the projects is estimated at the equivalent of $10 million. The Bank loan of $4.4 million will cover the foreign exchange costs, and the remaining funds will come from ENDESA's own resources and from equity contributions by CORFO.

FINLAND—(100 markkas = $31.25). The Suomen syopayhdistys (Finnish Cancer Association), Liisankatu 21 B, Helsinki, plans to build **seven cancer treatment hospitals in various cities throughout Finland.** Construction of **three hospitals,** encompassing an area of 17,300 cu. meters each and providing for 52 beds apiece, **will be undertaken soon.** Construction of the other four is tentatively scheduled for Autumn.

The Suomen Syopayhdistys reported that it **is particularly interested in "cobalt cannons" and the most advanced medical and hospital equipment and apparatus available for the treatment of cancer.**

Nedeco Dutch engineering firm assisted by a Finnish research team will undertake an overall **transportation study** of Finland with the objective of developing a coordinated policy and formulating long-range construction plans. The study was authorized by the Government last year, at the recommendations of the World Bank. The committee's report is to be submitted this year.

The Board of Public Roads & Waterways estimates that a total of **10,000 km. of surfaced highway must be built by 1974** to meet the expected volume of traffic. The Board predicts that the number of motor vehicles will rise from the present 480,000 to one million. In 1964 about 220 km. of new road were built and 950 km. were resurfaced or otherwise improved.

Write: Board of Public Roads & Waterways, Helsinki.

GREECE—(100 drachmas = $3.35) The Directorate of Planning of Highways & Bridges of the Ministry of Public Works has decided to proceed with the plan of **bridging the straits between Rion, on the Peloponnesian coast, and Antirion on the mainland coast.** The bridge length would be between 1.4 and 1.6 miles, depending on the type of bridge used. Reportedly, the Greek Government will invite a single international bid for the study, financing and construction of the Rion-Antirion bridge.

Estimated cost of the bridge is between 200 and 250 million drachmas (roughly about $7-8 million). The Ministry is now working on the preparation of a survey on the soundings of the channel.

Write: Ministry of Public Works, Directorate of Planning for Highways & Bridges, 3 Karageorgi Servias St., Athens, Greece.

The Municipality of Athens is planning to **renovate the Athens Gas Works,** a company owned and operated by the Municipality. Also planned is the **construction of a plant to convert garbage into fertilizers.** The Municipality is interested in proposals from U.S. firms, providing the machinery, equipment and materials recommended can be operated soundly from a technical and economic standpoint. Proposals for financing this construction would be welcomed also.

A summary copy, in French, of the feasibility report "Study of the Possibilities of Modernizing and Developing the Gas Industry in the Athens—Piraeus Area," prepared by SOFREGAZ, 44 Rue de Gourcelles, Paris VIII, France, is available on loan to U.S. firms from BDSA's General Industrial Equipment Division, U.S. Department of Commerce, Washington, D.C., 20230.

Write: Entreprise Municipale du Gaz d'Athenes, 100 Pireos St., Athens, with copies addressed to the U.S. Embassy, 91 Queen Sophia Ave., Athens, Att: Mr. Guy O. Long, Commercial Attache.

HONDURAS—(100 lempiras = $50). The World Bank and its affiliate, the International Development Association (IDA), are providing the equivalent of $9.5 million to assist the Government in financing the construction of **North road which will link Tegucigalpa, the capital, with San Pedro Sula, the country's most important commercial center.** The Bank will lend $6 million for the project and IDA will extend a credit of $3.5 million.

Top priority is being given to this road which is part of the national and Central American Regional Highway investment program. It will be part of the transcontinental route running across the Central American Isthmus from Puerto Cortes on the Atlantic Ocean to the Inter-American Highway at the Golfo de Fonseca on the Pacific. The links—in the north from San Pedro Sula to Puerto Cortes and in the south from Tegucigalpa to the Inter-American Highway—were built or improved with the assistance of an earlier World Bank Loan.

The Government has prepared a detailed program for economic development during 1965-1966 as part of a four-year plan (1965-1969). **Transportation** is by far the largest sector in the 1965-1966 program, accounting for more than one-third of total investment. **Highways** account for about 90% of the transport sector.

Highway projects included in the plan are those which were recommended by the Stanford Research Institute under a study financed by an earlier IDA credit. The Stanford study found that "the most important of the projects considered is the North Road from Tegucigalpa to the north coast because it is the principal artery of Honduras and is the key route in the development of a highway network." The road is also among those accorded highest priority in the Regional Program of Central American Highways adopted Sept. 1, 1963, by the Ministers of Economy & Public Works of the five Central American Republics.

Project calls for the construction of a **125-mile two-lane, bituminous surfaced road between Rio del Hombre and Potrerillos, a large bridge over the Ulua River and the provision of associated engineering services.** Several **improvements** are being made on sections of the road adjoining each end of the project. With its own resources the Government is financing the reconstruction or improvement of the existing roads from Rio del Hombre south to Tegucigalpa, and from Potrerillos north to San Pedros Sula. The existing North Road between the Rio del Hombre and Potrerillos is a narrow winding gravel road with sharp curves and gradients. It would be difficult and uneconomic to reconstruct this road to satisfactory standards since the mountainous terrain would involve many sections with long and steep grades and numerous sharp curves. After the construction of the new road, the old one will be maintained for local traffic.

Total project cost is estimated at $23.6 million, of which about 60% represents expenditure in foreign exchange. The Bank loan and IDA credit will provide $9.5 million. An application for a loan of an approximately equal amount is under consideration by the Inter-American Development Bank and the remainder of the cost in local currency will be provided by the Government. Execution of the project will be the responsibility of the Ministry of Communications and Public Works of Honduras. As the project will impose a very heavy workload on the Ministry, **outside consultants will be retained to complete plans,** assist in the awarding of contracts and supervise construction. All contracts for construction will be awarded on the basis of international competitive bidding. **Write:** Ministry of Communications, Tegucigalpa.

INDIA—(100 rupees = $21). The Government of India and Mitsubishi Heavy Industries have signed a contract for the **construction of a $21 million shipyard.** The port of Cochin in Kerela State has been selected as the site of the new yard. Preliminary survey work is to commence immediately. Actual construction of yard facilities is expected to start in the late spring of 1966. Mitsubishi expects partial ship production to get underway by 1968, with completion of the yard scheduled for 1974. Annual capacity is projected at 63,000 gross tons. The new yard will specialize in the production of bulk carriers, oil tankers and tramps.

MEXICO—(100 pesos = $8). A World Bank loan equivalent to $32 million will assist in financing further expansion of Mexico's **toll transport system.** The project includes construction of **four new toll roads:** Apaseo-Irapuato, Guadalajara-Zapotlanejo, Orizaba-Cordoba, and Penon-Texcoco, totaling 88 miles; **widening and improvement of existing toll section and of two free sections of the 130-mile Mexico-Queretaro road; construction of three toll bridges:** La Piedad, Nautla and Tecolutla; and **purchase of accounting equipment and of miscellaneous equipment for operating toll booths.**

Selected toll roads for the project have priority in the development of Mexico's highway accommodation for constantly increasing traffic. They will also provide faster and safer transportation between important industrial and agricultural areas and their markets. In addition, some of the project roads will encourage new economic activities to spread away from Mexico City, thus reducing the degree of economic concentration in the metropolitan area.

The loan was made to Caminos y Puentos Federales de Ingresos y Servicios Conexos, an agency of the Mexican Government in charge of toll transport facilities, and Nacional Financiera, S.A., an official financing institution which by law is authorized to incur external loans on behalf of the Nexucab Government. Execution of the project will be carried out through the Ministry of Public Works, located in Mexico City, D.F.

A general increase in highway traffic during the last decade, which has resulted from continued rapid economic growth, has prompted the Mexican Government to carry out a road development program to provide a better national road network. Three earlier World Bank loans totaling $95.5 million are helping with Mexico's highway development program: One made in 1962 was also for an extension of the toll highway system; two loans were made in 1960 and 1963, first was for building or rebuilding 1,960 miles of trunk roads, the second for reconstruction, completion, or new construction of about 4,100 miles of roads widely scattered throughout the coun-

try and for acquisition of maintenance equipment.

Total cost of the present project is estimated at the equivalent of $78.1 million over a period of four years. The Bank loan is to cover foreign currency costs.

PEMEX, the Mexican Petroleum Agency, has announced that it is financing an **engineering survey of the proposed route of the Gulf Coast canal from the U.S. border to Tuxpan.** If the resulting plan is approved, construction of the canal should begin late this year. PEMEX has reported that the canal will cost at least 250 million pesos.

NICARAGUA—(100 córdobas = $14.28). The Ministry of Development & Public Works has planned an ambitious **highway construction** program for this year. Its budget for 1965 includes 60.6 million córdobas for highway construction; largest allocation (13.7 million cordobas) is for **continuation of the Telica-San Isidro road.** This road will not only open new areas to cultivation, but will considerably shorten the distance between the port of Corinto and the Matagalpa coffee-growing area. It is scheduled for completion in November 1966.

In January, international bidding was solicited for reconstruction of the **Nandaime-Rivas section of the Inter-American highway,** for which 7.9 million cordobas was budgeted for expenditure this year. An allotment of 9.7 million cordobas was made for **continuation of construction of the Las Piedrecitas-La Paz road,** which will skirt the western shore of Lake Managua. The **feeder road system** in the department of **Matagalpa, Bonco, and Chontales will be initiated;** it is called the "Dairy Plan," since it will make possible the establishment of a **milk products plant in Matagalpa.** The plan calls for the construction of 500 km. of **penetration roads.** A **road** will be constructed **from El Viejo** to open up new land for cotton production in the Cosiquina peninsula for Representatives of the Empresa Nacional de Luz y Fuerza de Nicaragua. The Instituto Costarricense de Electricidad met in Managua recently to determine the feasibility of the interconnection of the Nicaraguan and Costa Rican electric power systems. Nicaragua will have an installed capacity of about 90,000 kw. with the completion of the Tuma project in March and Costa Rica has an installed capacity of about 150,000 kw. The Central American Bank for Economic Integration has offered to finance the feasibility studies for the inter-connection.

NORWAY—(100 kroner = $14). Work on a plan for improvement of all types of **transportation in Oslo** has been completed. The work, carried on by the Transportation Analysis Division of the City Planning Board, has been in progress for 3½ years. The finished report is now in the hands of the Directorate of Roads. Among other things, the final form of the report contains: New development in public transportation which would be adopted for Oslo's use; expressways connecting various parts of the city and relieving downtown traffic congestion; and central railroad and bus terminals for Oslo, as well as an expanded subway network.

The whole program is reportedly still in the discussion stage, and all projects would have to be approved by the city and the Ministry of Communications before work could begin.

Write: City Planning Board, Oslo.

SOUTH AFRICA—(1 rand=$1.40). Thompson Ramo Wooldridge Inc., of Cleveland, Ohio, has announced its plans for establishing a **$1.75 million automobile component factory at Uitenhage,** near Port Elizabeth. William D. Angst, the American Managing Director of the new company, Thompson Ramo South Africa, told newsmen that construction on the 18-acre site would begin before June, and that production would be underway within 1½ years. The new plant will employ about 300 workers in the manufacture of pistons, piston rings, engine valves, steering linkage and steering gears. Thompson Ramo Wooldridge Inc., is subscribing 55% of the initial share capital, and Anglo American Industrial Corp., 45%. Thompson Ramo (S.A.) anticipates it will be "more complementary than competitive" with the recently announced $16.8 million automobile component plant being established at Uitenhage, by Guest, Keen & Nettlefolds, of Great Britain, for the production of parts such as crankshafts and universal joints.

SOUTHERN RHODESIA—(1R£ = $2.80). It has been announced that orders for a steel-cored aluminum conductor for the referenced transmission line have been placed with British Insulated Callender's Cables Ltd. & Aluminium Wire & Cable Co., Ltd. These contracts are said to be worth £850,000 (about $2.4 million).

SPAIN—(100 pesetas = $1.66). Officials of Union Electrica Madrilena & Westinghouse have signed a contract for construction of Spain's first nuclear power plant with a 153 megawatt capacity. Westinghouse is the prime contractor for the reactor. Plant will be located at Zorita de Canes, some 140 miles from Madrid, and is expected to begin operation in August 1967.

TAIWAN—The Central Trust of China, the Government's procurement agency, has signed a $4.6 million contract with Schloemann A.G., Germany, for the purchase of an aluminum rolling mill capable of producing 15,000 m.t. annually of aluminum sheets and plates. Mill will be built in Kaohsiung for Taiwan's sole aluminum producer, the Taiwan Aluminum Corp., whose production was mainly limited to the output of ingots.

UAR—(1E£ = $2.87). The Chairman of the Egyptian Land Development Organization, Mohamed Abdel Rakeeb Nasr and the General Director of the Yugoslav firm Ingra, Jurica Dausnik, have signed a contract in Cairo for the **reclamation of about 56,000 acres of desert land.** Under this contract, the Yugoslav firm agrees to undertake all the work necessary to transform desert areas in the Al Malak and Al Zawia regions (Sharkia and Ismailia Governorates) into fertile agricultural land. Approximately 78% of the land area will be used for agriculture, 10% for re-forestation.

Projects include earth levelling, construction of irrigation canals, drainage ditches, other earth-moving, about 800 km. of asphalt roads, 30 bridges, 20 km. of electrical transmission lines, transformer and pumping stations. Necessary **irrigation equipment** will be provided.

In addition, 13 villages, constituting a total of about 4,500 houses, as well as a number of public buildings, schools, mosques, shops, and hospitals, will be constructed for an inflow of 22,000 new settlers. A system for the provision of fresh water will also be supplied.

Water for the irrigation of the Al Zawia area will be taken exclusively from the Nile canals, while the water for the Al Malak area will be taken from both the Nile canals and from wells pumping underground water. The normal irrigation system used throughout the UAR will be applied in the Al Zawia area, while a modern sprinkler irrigation system will be used in the Al Malak area.

The Yugoslav firm will perform all necessary research studies, land surveys, prepare all civil engineering works, and install needed equipment for the irrigation systems. Yugoslavia is providing a credit of approximately $17.5 million which is to be repaid within eight years after the completion of the project, i.e., 30 months after the beginning of the on-site work.

This Yugoslav land reclamation project is a part of the second five-year plan of the UAR (1965-70), which includes projects for the reclamation of approximately one million acres of desert land.

ZAMBIA—(1R£ = $2.80). A comprehensive report has been submitted by "Lonhro Ltd.," on the **railway link between Zambia and Tanzania** which suggests two possible routes.

Route "A" is a 511-mile track costing approximately R£17,397,168. 16 miles of this track passes through Malawi. Route "B", costing R£18,306,071, travels through Zambia for its entire length of 536 miles before joining the Tanzania line on the border.

The suggested strike-off point on Route "A" is Walambe on the main line to Ndola, where it takes an easterly direction over rolling bush country crossing nine rivers in the process, finally dropping 400 ft, towards Chewefwe River in 50 miles. The Route then follows a river valley ascending 400 ft. in nine miles. The next 275 miles consist of gentle undulations and a consistent but easy rise to Mpika, going from an altitude of 4,350 ft. to 5,260 ft. and finally dropping gently to 500 ft. at Mpika. The last phase consists of crossing a col, with a tortuous descent of 600 ft. and an up and down route before crossing the Malawi border.

Route "B" follows the same route for 460 miles, then passes through easy country towards Mteko to 521 miles, where it joins the Tanzania railway extension system.

Route "A" seems to have several advantages over Route "B" in cost, total mileage and satisfactory ruling grade resulting in economic operation. One disadvantage is the passage through Malawi.

Route "B" has the advantage of not traversing any other territory, but has an additional 17 miles and somewhat steeper gradients.

The report urges cooperation with East African Railways & Harbours on such matters as standardization of gage, construction standards and a phased construction program. It is estimated that the rail line would take 39 months to build, with an additional period of nine months for preliminary survey. It would be ready within four years. Recommended sleepers are 80 lb. as against 60 lb. because of the known potential which is mainly cooper.

Write: Ministry of Transports & Works, Lusaka, Zambia.

New Books and Reports

***Professional Accounting in 25 Countries.* Published by the American Institute of Certified Public Accountants, Committee on International Relations, New York. 547 pp. $12.**

When the international businessman reads a foreign financial statement, his unfamiliarity with local accounting practice can be a serious problem. Now he can refer to this newly published volume for information on accounting practice and concepts in 25 major trading nations.

The material is arranged by country. Within each country section, information is presented on local forms of business organization, the accountant's role, auditing and reporting standards, accounting concepts, and disclosure requirements for security listings. A separate section with illustrative financial statements is appended.

Much of the information in this reference volume will also interest credit managers, investors, and others who deal with foreign firms.

Write: AICPA, 666 Fifth Ave., New York, N.Y., 10019. **R.Y.L.**

***World Trade Data Yearbook.* (Special Annual Issue) International Trade Review, Dun and Bradstreet, New York. 120 pp. $5 this issue.**

Presents through charts, tables, articles and directories, a wide coverage of information useful to international traders. Directories of American Chambers of Commerce abroad, U.S. representatives of overseas buying Agencies, print media, radio and TV, U.S. advertising agencies and banks with international interests; freight forwarders, marine insurance underwriters, and air and steamship lines; export sales terms and American foreign trade definitions; international credit, credit terms, drafts, collection and financing; and other facets treated.

Write: Dun & Bradstreet, Inc., 99 Church St., New York, N.Y., 10007.

***Marketing Development in the European Economic Community.* 1964. (Marketing Science Institute Series.) McGraw-Hill, New York. 182 pp. $7.95.**

A study evaluating the impact of the European Economic Community (EEC) upon the marketing function of firms within participant countries. Background is provided through discussion of problems in establishing the EEC, its historical development, and the current status of marketing within the EEC.

The position of a firm before and after the creation of the EEC is analyzed with respect to changes in organization, distribution, market and product planning, product development, pricing, advertising, and promotion.

Write: McGraw-Hill Book Co., 330 W. 42nd St., New York, N.Y., 10036.

***Year of the Open Door: The Economist Reconsiders Japan.* (Special Feature) *The Economist.* pp. 983-1038. 60¢ per single issue.**

Analysis of Japan's economy and society. Considers her rate of growth, international trade, balance of payments, industries (including automobiles, steel, shipbuilding, textiles, and optical instruments), industrial managers, labor demand for industrial energy, affluent life, and an economic establishment that includes industry, finance and government. Written by two members of the Economist's editorial staff after benefit of visit to Japan.

Write: The Economist, 60 East 42nd St., New York, N.Y. 10017.

***A Summary of United States Export Control Regulations.* 1965. Off. of Export Control, Bu. of Intl. Commerce, U.S. Dept. of Commerce. GPO. 22 pp. 20¢.**

Summarizes current export controls for the benefit of the occasional foreign trader. Not intended as a complete coverage of the regulations themselves, which are published in a looseleaf manual, with supplemental up-dating changes furnished.

Write: Superintendent of Documents, U.S. Government Printing Office, Washington, D.C., 20402.

***Business Customs from Malaya to Murmansk.* H. K. Arning. (Article) Management Review, Published by American Management Assn. Oct. 1964. pp. 4-14. $1.25 per issue.**

Describes differences in customs and personal behavior in the transaction of business in various countries, and the pitfalls to be avoided by the American businessman operating abroad.

Write: American Management Association, Inc., 190 Baldwin Ave., Jersey City, N.J., 07306.

***The Sources of the Law of International Trade: With Special Reference to East-West Trade.* Clive M. Schmitthoff, Ed. Frederick A. Praeger, New York. 292 pp. $12.**

Thirteen essays in comparative law, providing a systematic examination of the principles on which the new law of international trade is founded. They deal with the relationship between the law of international trade and municipal commercial law; international conventions and standard contracts as sources of the autonomous law of international trade; contribution of arbitration to the development of an autonomous law of international trade; limits of party autonomy; problems of the developing countries and the law of international trade; and present position of the law of international trade as an autonomous system of law.

Essays presented by outstanding practitioners and academic lawyers from both East and West at a colloquium on the New Sources of the Law of International Trade, published with the financial assistance of UNESCO. Includes a synthesis of the essays, names of contributors and participants; reference to municipal and international legislation, customs, and cases; subject index, and footnotes.

Write: Frederick A. Praeger, Publishers, 111 Fourth Ave., New York, N.Y., 10003.

***Selling the Soviet Market.* By the Editors of Business International, New York. 94pp. $50.**

Based upon first-hand studies within the Soviet Union by Business International editors, "Selling the Soviet Market" examines the Soviet economic system and state planning, changing patterns of foreign trade, restrictions imposed by Western nations, the structure and procedures of Soviet import-export agencies —and the experiences of Western companies that have successfully penetrated the market.

This is the same document used as a briefing paper by the participants in Business International's Moscow Roundtable, Nov. 15-20, 1964. On this occasion, 93 U.S. and other top executives of 63 major corporations met informally with the chief Soviet ministers, officials and industrial managers to discuss the desirability and feasibility of greater trade between the USSR and the West.

Write: Business International, 757 Third Ave., New York, N.Y. 10017.

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Calendar *for international traders*

March

8—Farm Forum on "Marketing Here and Abroad," Hotel Leamington, **Minneapolis.** Sponsor: Minneapolis Chamber of Commerce.

9—Export Expansion Seminar, **Orlando, Fla.** Sponsors: REEC; Mid-Florida Technical Institute; Field Office, Department of Commerce.

9—Automotive Exporters' Club, Builders Bldg., **Chicago.**

9—Export training class, 1st of six weekly sessions, 6:15 p.m., LaSalle Hotel, **Chicago.** Sponsor: International Trade Club.

9—"In-Office" Workshop on export credit insurance, Field Office, Federal Bldg., **Memphis.** Sponsors: Export Expansion Committee of the American Institute of Marine Underwriters; FCIA; Field Office, Department of Commerce.

9—Export Educational Seminar—Export Financing and Credit, Board of Education Bldg. auditorium, **Memphis.** Sponsors: Memphis Vocational Education Division; Mid-South Exporters' Roundtable, REEC; Field Office, Department of Commerce.

9—"In-Office Workshop" on Export Expansion, Field Office, **Jacksonville.**

9-23—"Show You" In-Office Workshop on Export Expansion, Field Office, **St. Louis.** Sponsors: REEC; World Trade Club.

9—In Office Workshop For New Exporters, Federal Office Bldg., **Kansas City.** Sponsors: REEC; Field Office, Department of Commerce.

10—Reading Foreign Traders dinner meeting, Abraham Lincoln Hotel, **Reading, Pa.**

10—In-Office Export Conference, 10 a.m., Field Office, **Philadelphia.** Sponsor: Field Office, Department of Commerce.

10—American Management Assn. Special Course on Fundamentals of International Business, Hotel Astor, **New York.** Speaker: E. E. Schnellbacher, Bureau of International Commerce.

10—In-Office Export Conference, Field Office, **Minneapolis.** Sponsors: Field Office, Department of Commerce; REEC.

10—Minnesota World Trade Assn., monthly dinner meeting, Sheraton-Ritz Hotel, **Minneapolis.**

10—San Francisco World Trade Assn., luncheon, World Centre Bldg., **San Francisco.** Speaker: Daniel L. Goldy, National Export Expansion Coordinator. Sponsor: Chamber of Commerce.

11—"Insurance and Packaging" seminar, Koppers Bldg., **Pittsburgh.** Sponsor: World Trade Council, Chamber of Commerce of Greater Pittsburgh.

11—Export Educational Seminar Export Transportation and Marine Insurance, Board of Education Bldg. auditorium, **Memphis.** Sponsors: Memphis Vocational Education Division; Mid-South Exporters' Roundtable; REEC; Field Office, Department of Commerce.

11—World Affairs Council Businessmen's International Seminar, World Affairs Council auditorium, John Wanamaker Department Store, **Philadelphia.** Speaker: Wilson E. Sweeney, Bureau of International Commerce.

11—In-Office Export Conference Field Office, **Atlanta.** Sponsors: Field Office, Department of Commerce; REEC.

11—Overseas Automotive Club, luncheon meeting, 12 noon, Shelburne Hotel, **New York.**

16—Port of New Orleans Night, 6 p.m., Roosevelt Hotel, **Cedar Rapids, Iowa.** Sponsor: Foreign Trade Bureau, Chamber of Commerce.

16—Export Educational Seminar—Export Documentation, Board of Education Bldg. auditorium, **Memphis.** Sponsors: Memphis Vocational Education Division; Mid-South Exporters' Roundtable; REEC; Field Office, Department of Commerce.

16—Export Expansion Seminar, **Orlando, Fla.** Sponsors: Central and North Florida REEC; Mid-Florida Technical Institute; Field Office, Department of Commerce.

16—Missouri's Trade Mission to Europe Report, Hotel Muehlebach, **Kansas City.** Speaker: Lawrence Schneider, Missouri State Chamber of Commerce.

17—Chicago-Midwest Credit Assn., LaSalle Hotel, **Chicago.**

17—American Marketing Assn. (Indiana Chapter) luncheon, Athletic Club, **Indianapolis.** Speaker: George Donat, BDSA Administrator.

17—REEC meeting, San Carlos Hotel, **Pensacola, Fla.**

17—Electronic Industry Assn., luncheon, Statler Hilton Hotel, **Washington.** Speaker: Eugene M. Braderman, Director, Bureau of International Commerce.

18—International Trade Club of Chicago, Pick Congress Hotel, **Chicago.**

18—Export Educational Seminar—Export Problem Clinic, Board of Education Bldg. auditorium, **Memphis.** Sponsors: Memphis Vocational Education Division; Mid-South Exporters' Roundtable; REEC; Field Office, Department of Commerce.

18—Full-Day International Trade Conference, Hotel Northland, **Green Bay, Wis.** Sponsors: Green Bay Area Chamber of Commerce; REEC; Field Office, Department of Commerce.

18—International Trade Assn. of New England, Inc., dinner meeting, "E" Award presentation, Charter House Hotel, **Cambridge, Mass.** Speaker: Daniel L. Goldy, National Export Expansion Coordinator.

18-19—5th Annual Washington Conference on Business-Government Relations in Marketing, Shoreham Hotel, **Washington.** (March 18) Panel on "Locating and Selling Foreign Markets, 2:30-4:30 p.m. Moderator: Eugene M. Braderman, Director, Bureau of International Commerce, Sponsor: American University School of Business Administration.

18-19—Fourth Florida World Trade Conference, San Carlos Hotel, **Pensacola, Fla.**

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